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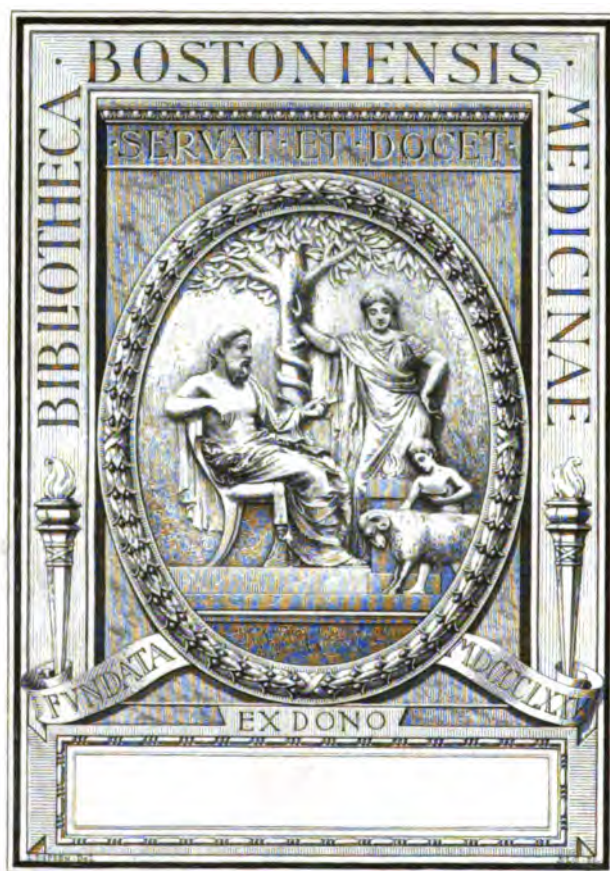
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15 AUG -

AMERICAN DRUGGIST

AND

PHARMACEUTICAL RECORD,

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Journal of Practical Pharmacy.

CASWELL A. MAYO, Ph.G.,
EDITOR.

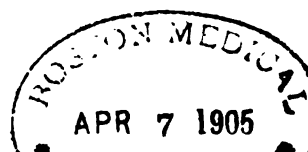
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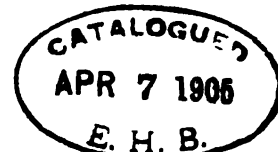
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INDEX TO VOLUME XLV.



- A** brew, Peter De, portrait. 185
Acidity, detection of. 116
Incompatibilities of. 47
Accounts, departmental. 373
Acid, boric, a new reaction for. 226
carbolic, crude, methods of saponifying. 336
citric, iodoform reaction with. 304
quilliac, properties of. 375
Adorin. 5
Adrenalin, composition of. 304
Adulteration, drug, in Louisiana. 111
of pepper with leguminous seeds. 333
Advertising, December. 330
African drug, a new. 100
Aguilar, F. A., The Brazilian crude drug display. 167
Alcohol tax, proposed reduction of. 370
Allaband, E. R., portrait. 63
Allen, Alfred H., death of. 90
Grafton C., The druggists' art as a profession. 1
Almond meal. 49
Alolin, commercial, character of. 225
American Pharmaceutical Association, report of the annual meeting. 197
a plea for the concentration of work at the meetings of. 138
Kansas City meeting of, reviewed. 182
members, group picture of. 201
membership as a profitable investment. 41
Ammonia liniment. 119
perfumed toilet. 49
strengths. 370
violet, green coloring for. 227
Ammonium acetate, incompatibility of, with cinchona extract. 116, 334
Analysis, official methods of. 74
Antemesine. 5
Antidysentericum. 5
Antipyretics incompatible with cinchona extract. 334
Antipyrine, acid calcium phosphate as a solvent for. 6
test to distinguish, from salipyrine. 6
Antitussin, testing. 405
Archil, reaction of. 403
Aristol, adulterated, report of the special committee of the A. Ph. A. on. 208
tests for. 188
Arsenic, best test for. 283
detection of, in acids. 79
in food products. 405
Arsylin. 229
ASSOCIATIONS:
American Chemical, 19;
American Conference of Pharmaceutical Faculties, 213; A. Ph. A., 41, 52, 138, 182, 197, 201; Baltimore Retail Druggists, 127; Boston Druggists, 245, 320; British Pharmaceutical Conference, 122; Chicago Veteran Druggists, 18; Erie County (N. Y.), 177; Florida, 89; German Apothecaries, 418; Jersey City, 318; Kings County (N. Y.), 244, 287, 358, 412; Kentucky, 19; Maine, 17; Manhattan (N. Y.), 243, 383; Massachusetts, 16, 94; Michigan, 125; Minnesota, 18; National Association of Boards of Pharmacy, 212; N. W. D. A., 239, 285, 310, 330, 340; New Hampshire, 54; New York, 10; New York Retail Druggists, 129, 242, 317, 384; North Carolina, 25, 54; North Dakota, 127; Ohio Valley Druggists, 238; Oklahoma and Indian Territory, 19; Province of Quebec, 88; Queens County, N. Y., 287; Rochester, N. Y., 93; Society of Chemical Industry, 19, 124, 193; South Carolina, 18; Syracuse Druggists, 127; Tennessee, 89; Vermont, 169, 385; Virginia, 54.
Associations, value of membership in. 2
Balsam Peru, artificial. 405
Banks in Central and South America, list of. 398
Bay rum, barbers'. 145
Bayne, S., improved carbolic salve. 4
Beal, James H., portrait. 199
Becker, L. A., Twentieth Century Fountain exhibit at St. Louis. 165
Belladonna syrup. 262
Benzin, treatment of poisoning by. 116
Beringer, G. M., vindicated by committee of A. Ph. A. 208
Biogen. 227
Bismuth salts, incompatibilities. 46
Blanding, W. O., snapshot of. 351
Board of Pharmacy election methods criticised. 25, 53
BOARDS OF PHARMACY:
Alabama, 171; California, 316; Connecticut, 90; Delaware, 63; District of Columbia, 88, 308; Florida, 89; Illinois, 63, 285, 293; Indian Territory, 196; Kansas, 64; Massachusetts, 21, 360; Michigan, 388; North Carolina, 128, 388; New Hampshire, 311; New Jersey, 127, 388; New York, 26, 390; Ohio, 362; Oklahoma, 127, 364; Oregon, 64; Pennsylvania, 178; West Virginia, 19.
Bok, Edward, retracts statement reflecting on Pierce's Favorite Prescription. 21
BOOK REVIEWS:
Being Done Good. By Edward B. Lent. 50
Exporters' Encyclopedia. 416
Fifth Anniversary Volume of Chicago Veteran Druggists' Association. 50
Foster, Frank P., Appleton's Medical Dictionary. 228
Pharmaceutical Formulas. 3
Pharmaceutical Journal Formulary. 3
Hatcher, Robert A., A Textbook of Materia Medica. 228
Herald, Charles Laing. Thought and Culture. 50
Saxe, G. A., Examination of the Urine. 410
Waugh, W. F., and Abbott, W. C., A Textbook of Alkaloidal Therapeutics. 228
Borden's Condensed Milk Company's exhibit at St. Louis, view of. 166
Boric acid, a new reaction for. 226
determination of, in cider. 188
Botanical garden, a backyard. 96
Brazil Government, crude drug display. 167, 168
Brembridge, Elias, death of. 56
Breslin, M., portrait. 275
Brighton Beach Hotel. 11
Brunor, Emil, improved process for solution of magnesium citrate. 223
Buenos Ayres, street scene in. 33
Burdock oil. 303
BUSINESS BUILDING. 8, 50, 82, 120, 146, 191, 229, 266, 306, 338, 380, 411.
Caffeine-sodium benzoate incompatible with acid syrups. 6, 334
Calycanthine. 209
Camphine. 190
Camphor, artificial. 262
custom's qualification of. 97
Canadian anti-dumping clause. 289
Candy cough drop. 227
Cannabiol. 78, 334
Cannabis indica, active principles of. 334
in corn cures, object of. 8
Cantharides, valuation of. 375
Cantharidin, separation and estimation of. 375
Capsolin. 230
Carbolic acid, antidote for. 305
ordnance, the Chicago druggists' protest against. 241
proposed restrictions on sale of. 54, 213
sales of, in relation to the poison law. 40
statistics of suicide from. 218
salve, improved. 4
Carr, C. M., portrait. 278
Cascara sagrada, bitterless preparations of. 371
chemical examination of. 187
constituents of. 187
pharmacology of. 371
Celtotropine. 45
Cement, rubber. 48
Chattaway, W., death of. 316
Chemical reagents, impurities in. 331
Chemicals, exhibit of market qualities at Louisiana Purchase Exposition. 157
Chemists, impressions of visiting. 240
Chicago College of Pharmacy, gift of loving cup to. 363
Veteran Druggists' Association, group picture of the members. 18
Chicken gizzards, powdered. 196
China, physicians and pharmacists in. 250
Chinese medicines, notes on. 75
pharmacies, description of. 250
Chlorine water, new process for. 114
Chocolate bronchials. 237
Cider, formulas for. 118
Cinchona extract, incompatibility of, with ammonium acetate. 116, 334
Citric acid, reaction with iodoform. 304
Citronella oil distillery, view of. 164
Clinical thermometers, conflicting standard for. 337
thermometers, inaccurate. 254, 255, 391, 409
Clor-X aldehyde. 287
Cocaine, new test for. 264
production of, in Peru. 262
sellers, crusade against. 105
Codeine, examination of commercial samples. 116
Codiver oil container, a new. 261
tests for. 186
Cold cream, a new formula. 42
College house of the P. C. P. of pharmacy, Louisville, exempt from taxation. 391
Collyrium, Horst's. 305
Compressed tablets. 142
Concordia Medica in competition with druggists. 332
Condensing apparatus for water. 78
Consumption cure, Hoff's. 145
Contract, Peru, New York Jobbers sign. 356
plan, proposed introduction of, in New York. 382
Copper salts, detection of iron in. 226
sulphate pencil, painless. 45
Copraol, suppositories of. 226
Copyright protection in Germany. 297
Corn cures, object of cannabis indica in. 8
CORRESPONDENCE:
Beach, A. W., The pay telephone system. 119
Bellrose, J. G., Registration by the Vermont Board. 119
Coblentz vs. the Beringer case. 306
Gaupp, R., Sesquipedalia. 119
Kahn, Joseph, To correct the Correct is Incorrect. 81
Lyons, A. B., More sesquipedalia. 228
Manufacturer, Physicians to blame for poor quality of clinical thermometers. 409
Keystone, Is pharmacy a profession? 410
Miller, R. E., Drug clerks are wanted in California. 228
Pharmacist, Allotropic forms of iodoform. 81
Raubenheimer, Otto, The longest word. 81, 119
Remington, J. Percy, A correction. 49
Retailer, The guilty jobber. 337
R. M. S., Elixir of iron, quinine and strychnine. 49
Wall, O. A., The meaning of the recipe sign. 228
Weinhagen, Henry, Clinical thermometers. 337
Costa Rica, practice of pharmacy in. 251
Cough drop, candy. 227
Crocodal, emulsion of. 46, 226
Cudbear, reaction of. 408
Cucumber extract. 81
jelly. 80
juice. 81
Curriculum of French pharmacy schools. 377
Cystone. 239
Davis, Frederick, Preliminary notes upon Sansevieria thyrsiflora. 109
Dawson, W. A., Filtration and straining. 115
Paraffined corks. 75
(See Business Building.)
Degrees, pharmacy, in France. 377
Digitalis, the assay of. 189
Digalen. 406
Dimmitt, A., Dispensing by physicians from the pharmacists' standpoint. 112
Disease, comparative, in animals and vegetables. 77
Dispensing by doctors. 112
difficulties. 71
notes. 302
problems. 258
Drugs, Federal control of. 4
powdered, responsibility of miller for quality of. 70
Eastlake, A. M., portrait. 96
Ehrlich's triple stain. 113
Eau d'Afrique. 408
Election of board members in New York, reform in. 329
Electricity, emulsification of mercury by. 375
Elliel, J. C., portrait. 278, 349
Elixir glycerophosphates. 190
pyrophosphate of iron, quinine and strychnine. 7
three phosphates. 7
Elliott, A. R., loving cup for. 419
Emanuel, L., statement by. 314
Emocascara. 226
Emulsion of petrolatum. 7
with hypophosphites. 8
Endermol, correction. 38
Enesol. 116
Epsom salt. 260
Ethyl chloride spray for cooling suppositories. 314
Eucaine lactate. 263
Euphorbine. 187
Euquinine, pharmacy of. 186
Export trade, opportunities for. 32, 101, 250, 323, 397
Exporters, difficulties encountered by. 330
Exports from U. S., increase of. 70
Exposition, Louisiana Purchase. 138, 148, 151, 157, 161, 167.
proposed international pharmaceutical. 20
Extract cinchona incompatible with synthetic antipyretics. 334
palmetto. 226
Eye lotion, formulas for. 379
water, Horst's. 305
Face cream. 80
Fairchild scholarship. 332, 378
Fat, purification of, for use in cosmetics. 80
Fehling's solution, faults in the formula for. 304
potassium bromide as an indicator with. 375
Femotone. 239
Ferrous iodide, solubility of in alcohol. 190
Filtration, methods of. 115
Fleischmann, Miss G., portrait. 211
Feminiella as an adulterant of saffron. 334, 407
Formaldehyde as a preservative of urine. 225
as a reagent. 334
detection of, in milk. 46
for preserving milk. 114
Fortossan. 5
France, foreign pharmacists in. 323
pharmacy schools in. 377
Fructol. 45
Fruit juice preservatives. 45
Furol. 5
Furol. 5
Gable, Ralph B., A treasure in type. 41
Gallagher, J. C., portrait. 262
Gallic acid, reaction of some drugs derived from. 262
Gane, E. H., A container for fluids which spoil on exposure to air. 261
portrait. 203
Tests for the purity of cod-liver oil. 186

- Gas mantels, self-lighting... 337
 poisoning by, hydrogen peroxide for... 424
 Gasterine... 5
 Gastricin... 5
 Gelatin coating resistant to moisture and heat... 336
 Gerdal... 5
 German universities, foreigners studying at... 79
 Germany, electrochemical exhibit of, at St. Louis... 161
 Glass, stained, green luster for... 8
 Glycerophosphates, elixir of... 190
 Glycogen... 49
 Glycosal... 304
 Glyn-Jones, W. S., portrait sketch... 123
 Goetting, E. C., Carbolic acid and the poison law... 40
 Gonosan, examination of... 375
 Good, James M., Pharmaceutical exhibits at the Louisiana Purchase Exposition... 151
 Graminin... 262
 Green coloring for paraffin wax for violet ammonia... 227
 Gregg, H. S., portrait sketch... 294
 Gualacol carbonate, combination of, with ichthyol... 190
 Gualisotol... 5
 Gulren, James F., portrait... 17
 Gurmin... 5
 Gymnema leaves, constituents of... 189
- H**
 Haman... 5
 Hamoprotagon... 5
 Hair wash, Erasmus Wilson's... 336
 dye, formulas... 408
 Halberg, C. S. N., A quarter century of pharmaceutical education... 140
 Harwood, A. Lewis, portrait... 385
 Havenhill, L. D., The character of commercial aloin... 225
 Hayfever serum... 262
 Helfin... 5
 Hemisline... 5
 Hermitine... 5
 Hermophanyl... 5
 Heteropteris as an adulterant of ipecac... 375
 Hetriline... 5
 Hludrin... 5
 History, pharmaceutical, works on... 227
 Hoburg, William, Jr., portrait of... 388
 Hodges, M. D., A new cold cream formula... 42
 Hoffmann, Dr. F., Death of... 401
 Hoff's consumption cure... 145
 Hogg, T. P., portrait... 268
 Hoppagan... 227
 Hopp, Lewis C., portrait... 198
 Horlick, A. J., snapshot of... 349
 Horst's collyrium... 305
 Hostley, Joseph F., The proper utilization of pharmaceutical journals... 223
 Hover, W. A., portrait of... 343
 Huff, G. G., portrait snapshot... 64
 Hydriodic acid, syrup of... 227
 Hydrocetyl dioxide... 5
 Hydrogen dioxide, methods of testing in gas poisoning... 336
 Hynson, Henry P., Department accounts... 373
 Dispensing practice... 258
 Hyoscyamus, standardized extract of... 188
 Hyperbion... 5
 Hypnotics, new theories of... 144
 Hyposulphites, reaction for... 116
- I**
 Idrelin... 5
 Idria, T. H. W., note on... 123
 Incompatibility of petrolatum and balsam Peru... 78
 Independent Druggist and Advertising Economist, The... 245
 Indicator, a new... 79
 Indican in the urine... 407
 Ink for brass stamps... 303
 for labeling porcelain... 303
 for zinc labels... 303
 green copying... 303
 indestructible... 303
 laundry... 303
 marking... 303
 powder... 303
 stylographic... 118
 typewriter... 305
 typewriter ribbon... 145
 various formulas... 303
 Iodides decomposed by fats... 334
 Iodine eugenol... 5
 Iodine tincture... 5
 Iodo... 287
 Iodotannic syrup... 405
 Iodoacetone... 5
- Iodoform, allotropic forms of... 81
 chemical constitution of... 13
 development of, in citric acid solution... 304
 emulsion... 305
 Iodonucleoid... 5
 Iodophenol solution... 5
 Ipecac, heteropteris as an adulterant of... 375
 Iron, detection of, in copper salts... 226
 Isopral... 42
- J**
 Japan, state of pharmacy in... 107
 Japanese pharmaceutical periodicals... 109
 Jecorol... 42
 gualacolate... 42
 iodide... 42
 lecitinate... 42
 Jenks, W. J., death of... 316
 Jersey City druggists endorse direct contract... 359
 Jones, Simon N... 275
 Jordan, James O., Water analysis... 39, 73, 110, 141, 185
 Journals, pharmaceutical, the character of... 221
 proper utilization of... 223
 Jowett, H. A. D., Chemical examination of cascara bark... 187
- K**
 Kalodal... 42
 Kansas City, rates and routes to meeting of A. Ph. A. at... 87
 Kapok, medical uses of... 335
 Kearney, J. J., portrait of... 356
 Kebler, L. F., Chemical reagents... 331
 Exhibit of the United States Drug Laboratory at the St. Louis Exposition... 157
 Keegan and Rosencranz, sketch of... 398
 Kephir... 48
 Keratin coating for pills... 43
 Kidd, J. E., Legitimate side lines for the druggist... 72
 Kirchgassner, Wm. C., on developing a prescription business... 332
 Kline, M. N., portrait of... 346
 Kneipp's pills... 117
 Kolkodin... 42
 Koryl... 42
 Koumyss... 48
 Kryogenine, new test for... 304
 detection of, in urine... 6
- L**
 Lactocresol... 42
 Lactoserum... 42
 Lanesin... 42
 Laxatol... 42
 Lecithin iodide... 334
 Lecithmedullin... 42
 Legislation, outlook for national... 370
 Lemon juice, preserving... 405
 manufacture of... 406
 Light, action of, on santonin... 334
 Lime chlorinated, fire due to decomposition of... 258, 264
 Liniment, a troublesome... 80, 118
 creamy white... 264, 305
 potassium iodide... 189
 Liquor arsenic chlorid... 48
 license, reduction in U. S. desired... 399
 Liquorice, purifying... 406
 Lithium arrhenal... 42
 Locke, James A., portrait... 14, 282
 London Letter... 20, 86, 122, 172, 283, 309
 Lorenz, G., pharmacy of, in City of Mexico... 102
 Louisiana Purchase Exposition... 188, 148, 159
 Lygosine quinine... 42
 Lysargine... 43
 Lythol... 43
- M**
 Magnesia, action of carbon dioxide on... 262
 Mail order houses, bearing of, on drug trade... 253
 and the drug trade... 370
 Main, Thomas F., portrait... 344
 Main, William, portrait sketch... 172
 Mangifera indica, the gum of... 45
 Mann bill passed... 412
 Manufacturing hints... 114
 Mareline... 228
 Maryland College of Pharmacy, consolidation of, with the University of Maryland... 196
 Massachusetts College of Pharmacy, gift to... 243, 253, 297
 Mastic, composition of... 78
 Matsoon... 48
 Matsoon, zoolak and koumyss, relationship of... 373
 Maybrick case, the... 70
- Mayer, Joseph L., Official methods of analysis... 74
 Mayo, Caswell A., Graduation as a prerequisite for board examinations... 299
 Inaccuracy in clinical thermometers... 253
 McConnell, C. H., interview with... 22
 Melanogene... 408
 Menthol, Japanese... 407
 Mercuric chloride, reaction for... 78
 Mercury anillinate... 43
 emulsification of, by electricity... 375
 Merritt, G. H., portrait... 60
 Methyllets... 239
 Methyl-kava... 287
 Metric measures, a mnemonic for the use of... 113
 Mexican pharmacists and pharmacies... 101
 Mexico, the drug trade in... 101
 Milk, estimation of fat in... 117
 fermented... 118
 formaldehyde for preserving... 114
 Mold favored by parchment paper... 405
 Montevideo, view of the harbor... 32
 Montreal Drug Club... 55
 Moore, J. B., on refilling prescriptions... 401
 Muclage of acacia, new method of preparing... 46
 Muench, William, nomination of, for office of State Treasurer... 243
 portrait... 243
 Mueller, W., The state of pharmacy in Japan... 107
 Musk, artificial... 202
 to develop the odor of... 80
 Mycodermine... 43
- N**
 Names, proprietary, origin of some... 374
 Naphtholized charcoal... 43
 Naroyl... 43
 N. A. R. D., accomplishments of... 287
 comment on the St. Louis meeting... 311
 meeting, late notes of... 312
 outlook for organizing New York... 298
 report of the sixth annual convention of... 271
 snapshots of the convention... 312
 the St. Louis meeting... 254
 topics for discussion at the St. Louis meeting of... 237
 New Orleans Drug Clerks' ball... 393
 views in... 353, 354
 Nelson, Burt E., The active principles of cascara sagrada... 371
 Nervol... 43
 Neuroleithin... 43
 Neuron... 43
 Neuronal... 43
 N. Y. S. P. A., annual meeting... 10
 group picture of members... 10
 Newer remedies, books on... 305
 Nichols, W. H., portrait... 195
 Nizolysol... 43
 Noel, J. B., portrait... 278
 Norwalk, Miss Sophie, portrait... 15
 Novozon... 43
 Noyes, D. E., snapshot of... 347
 Nutrin... 43
 Nux vomica extract of the codex... 407
- O**
 Obtundo... 43
 Ohio druggists protest... 238
 Oil, olive, Turkish, to increase the production of... 6
 peppermint Japanese... 407
 Ointment, yellow mercuric oxide, preparation of... 45
 Ointments, decomposition of iodides in, by fatty acids... 334
 Opening a new store, advertisement for... 338
 Ophthalmol... 43
 Opium, cultivation of, in Germany... 406
 Oxydasine... 43
 Ozogen... 43
- P**
 Palmetto extract... 226
 Paraffin wax, green coloring for... 8
 Panama Canal, pharmacists for... 414
 Paraffined corks... 75
 Paraganglin... 43
- Paris, Anglo-American pharmacies in... 268
 Interior view of the British and American pharmacy... 270
 Patent law amended... 412
 Pathology, comparative... 77
 Pegamold... 265
 Penal code, New York State, conflict with pharmacy law... 369
 Pepper, adulteration of, with leguminous seeds... 335
 Pepper, J. T., Prescription talk... 184
 Peppermint, spirit, adulteration of... 111
 Peppermint, Japanese... 407
 Pepto-Mangan, property rights in... 329
 Percoll... 43
 Percutitan... 43
 Periodicals, Japanese pharmaceutical... 109
 Persodine... 305
 Peru balsam, incompatibility of, with petrolatum... 78
 Peters, John M., on N. W. D. A. entertainment funds... 124
 Petrolatum emulsion... 7
 incompatible with balsam of Peru... 78
 Petrolsulfol... 43
 Pharmaceutical displays at the Louisiana Purchase Exposition... 151
 education, a quarter century retrospect... 140
 Pharmacopoeia, U. S., particulars of the forthcoming new... 173
 Pharmacy, endowments in... 297
 law, New York, hardships of... 300
 New York, under criticism... 315
- Phenalin... 43
 Phenol, estimation of... 144
 Philadelphia College of Pharmacy, new college house of... 22
 Phloxin as a substitute for ideosin in alkaloidal assay... 335
 Phorxal... 43
 Phosphorus, estimation of, in phosphorated oils... 46
 liquid solubility of, in oil... 190
 Phthiopyrin... 43
 Physicians competing with druggists in Germany... 332
 Phytin... 43
 Piscarol... 43
 Pierce, H. C., portrait of... 385
 V. M., portrait... 277
 Pierce's Favorite Prescription, withdrawal of statements against... 21
 Pills, gelatin coating of, to resist moisture and heat... 336
 Plants, nature of color in... 144
 Plasters, medicated, subject of a cut-rate war... 174
 Plaster manufacturers, disruption of agreement between... 180
 situation, the... 314
 Pliesolium... 43
 Plummer, Ephraim, portrait sketch... 179
 Poison schedule, the British... 3
 register, a new, for New York... 54
 Pollantin... 43
 Postage, foreign, movement for cheaper... 187
 Potassacal... 43
 Potassium antimoniate, acid, reaction for... 8
 bromide as an indicator with Fehling's solution... 375
 iodide, the decomposition of by fats... 117
 solution, cause of change of color in... 118
 permanganate, pencils of... 385
 Pravaladin... 43
 Prerequisite clause (N. Y.), opposition to... 254, 297
 law (N. Y.)... 299
 effects of... 288
 regulations of... 313
 Prescription business, developing... 332
 Prescriptions, the deciphering of difficult... 184
 refilling... 401
 Pritchard, B. E., portrait... 274
 Proprietaries, "poisonous," as affected by British law... 3
 Proprietary medicines, discussion on... 125
 Protulin... 44, 229
 Pulverisation Mentholées... 379
 Puralon... 44
 Pyoluene... 44
 Pyran... 44
 Pyridine tannate... 44

AMERICAN DRUGGIST AND PHARMACEUTICAL RECORD.

Quacks who live in pharmacy.....374	Schools, French pharmacy.....376	Syrup, tolu.....262	Turicine.....262, 405
Quebracho, identification of.....116	Scoville, Wilbur L., Wax in suppositories.....224	wild cherry, improved process.....114	Tutulin.....77
Quercetin.....264	Scribner, F. Lamson, portrait.....158	Syrups, acid, incompatible with caffeine-sodium benzoate.....334	Typewriter ink.....305
Quillic acid, properties of.....375	Searle, C. H., portrait.....322		
Quinidine.....263	Self-lighting gas mantels.....337		
Quinine sesquinate.....44	Shanghai, the drug stores of.....250		
Andre's reaction for.....117	Shellac, waterproofing.....265		
color reactions of.....263	Shoe polish, liquid.....265		
new test for.....263	Shoemaker, C. F., snapshot of.....342		
reaction of, with bromine.....45	Side lines, legitimate, for the druggist.....72		
statistics of, production.....119	Silin.....44		
tasteless syrup of.....118	Sirsol.....44		
	Skookum Chuck.....370		
Radioactivity, notes on.....180	Snow, H. P., portrait snapshot.....64		
Radium, disintegration of, into helium.....195	Society of Chemical Industry, annual general meeting.....193		
fluid.....44	group picture of members of the council.....240		
in mineral waters.....304	Sodacal.....44		
Ramsay, Sir W., on.....195	Sodium carbonate, adulteration of, with sodium sulphurate.....45		
the philosopher's stone.....181	Soldering fluid.....48		
Ramsay, Sir W., Address to the Society of Chemical Industry.....194	Solution of magnesium citrate, improved process for.....223		
in conference with Professor Currie, sketch.....193	South American trade, factors in securing.....393		
Raspberry vinegar.....257	"Sparklets".....145, 190		
Reagents, chemical.....331	Spirit, peppermint, adulteration of.....111		
Recipe, meaning of the sign.....139, 228	Stahl, Adolph, portrait.....62, 96		
Recipes, druggists'.....3	Stahl, Miss A., portrait.....210		
Behluse, C., portrait.....282	Stain, Ehrlich's triple.....118		
Remedies, newer, books on.....305	Stains, collargol, removal of, from linen.....49		
Retailers, responsibility of, for the sale of adulterated drugs.....106	Stamp duty, medicine, of Great Britain.....3		
Rhombal.....44	Starch solutions, a preservative for.....144		
Rhubarb, detection of curcuma in.....144	Stephens, A. J., portrait.....64		
Richardson, Frank, portrait.....60	Stokes's liniment.....265		
Ringoline.....44	Stovaline.....44, 78		
Rockwood, William H., death of.....175	Straining, methods of.....115		
Rodwell, H., Compressed tablets.....142	Strong, Samuel E., snapshot of.....352		
Rogers, Fred. S., portrait.....80	Strychnine as a sweetening agent for elixirs.....7		
Rogers, James H., death of.....175	Stylographic ink.....118		
portrait snapshot.....64	Subcutine.....44		
Ronozol salts.....44	Subway, air in.....329		
Rosa gallica, the coloring principles of.....188	the new.....355		
Russia, difficulties in the way of export trade with.....138	Sugar, new test for.....304		
pharmacy in.....70	Sulcide among pharmacists.....38		
Ruddiman, E. A., Some dispensing notes.....302	Suppositories, artificial cooling of.....45		
	copraol.....226		
Saffron, adulteration of, with fæminella.....334, 407	solidification of, by ethyl chloride spray.....334		
St. John Long's liniment.....265	wax in.....224		
Saltbromin.....44	Supranephrin.....230		
Salligenin tannate.....44	Supranephine borate.....44		
Sallipyrine, test to distinguish from antipyrine.....6	Swann, pharmacy of, Paris.....268		
Salt.....44	Swinden, E. B., Opportunities for export trade in the River Plate countries.....32		
Sandalwood oil, methods of testing.....263	portrait.....34		
Sansevieria thyrsiflora.....109	Syrup, belladonna, of the French codex.....262		
Santalol.....262	calcium lactophosphate.....145		
Santonin, action of light and alkalies on.....334	hydriodic acid.....227		
Saparaform.....44	iodotannic.....77, 405		
Sarsaparilla, compound decoction of, to preserve.....379	quinine, tasteless.....118		
Scabiol.....44	three phosphates, improved process.....114		
Scholarship, the Fairchild.....332, 378			
	Tablets, compressed.....142		
	a new excipient for.....78		
	Tamaquare.....44		
	Tan remover.....80		
	Tanformal.....239		
	Tannobromine.....44		
	Tar, beechwood, adulterated.....6		
	Tartaric acid, quantitative estimation of.....47		
	Taylor, Edgar D., snapshot of.....348		
	Tebecin.....44		
	Telephone, free, agitation to suppress the.....70		
	profits from operation of.....329		
	situation in St. Louis.....364		
	Thiacol.....44		
	Thial.....44		
	Theocin sodium acetate.....44		
	sodium salicylate.....44		
	Thermometers, clinical, the agitation for better.....298		
	interest of trade in articles on.....308		
	methods of standardizing.....255		
	methods of testing.....156		
	standardization of.....210		
	Thermo-cleometer, a.....78		
	Thiocalypsol.....76		
	Thymol trichloracetate.....76		
	Tincture of iodine, proposed international formula for.....264		
	atropine, preparation of.....303		
	Tinctures, proposed uniform world's standard of strength for.....221		
	Titles registered in Manufacturing Chemists' Registration Bureau.....239, 287, 356		
	Todd, J. B., Condition of pharmacy in New York.....14		
	Druggists' ethics.....1		
	Tollman, L. A., on archil, cudbear, etc......408		
	Toilet ammonia, perfumed.....49		
	green coloring for.....227		
	Tokio, Fukuhara's pharmacy in.....107		
	Osawa's pharmacy in.....107		
	Salto's pharmacy in.....108		
	Shimoyama's school of pharmacy in.....108		
	Tot.....76		
	Trade conditions, reports on.....231		
	Trade, present position of, and future outlook.....222		
	Travelers' Auxiliary of the N. Y. S. P. A......16		
	Treat, L. E., portrait snapshot.....64		
	Triberane.....76		
	Trigemin.....76		
	Trifurcation, meaning of the term.....7		
	Trygase.....77		
	Tungsten, color reaction.....405		
		Uramine.....239	
		Uriform.....77	
		Urobilin, detection of, in urine.....47	
		Urocol.....77	
		Urolysin.....77	
		Ursin.....77	
		Vaccine, chloroformated.....284	
		Vaccine, glycerinated.....284	
		Valerian, deteriorations in preparations of.....225	
		Vanadium preparations.....77	
		Van Schaack, Peter, death of.....416	
		Vargas, A., pharmacy of, in City of Mexico.....101	
		Ventriculus calosus gallinaceus, powdered.....186	
		Veronal, reaction for.....45	
		Vinegar, formulas for.....118	
		Violet ammonia, green coloring for.....227	
		Viscin.....77	
		Voegell, T., portrait.....272	
		Washington promise plan, the.....183	
		failure of.....237	
		Water analysis.....39, 73, 110, 141, 185	
		Waters, medicated.....114	
		Weicker, Theodore, portrait.....21	
		retirement of, from Merck & Co......21	
		Weightman, William, death of.....174	
		Weinhagen, Henry, clinical thermometers.....337	
		Weller, C. F., snapshot of.....347	
		Wells, E. M., Hardships of the New York Pharmacy law.....300	
		Werderol.....45	
		Wilbert, M. I., Epsom salt.....260	
		Wiley, H. W., Facetious address of, to the Society of Chemical Industry.....196	
		Wilson's, Erasmus, hair wash.....336	
		Wirthman, Joseph C., portrait sketch.....200	
		Wismol.....77	
		Witchhazel preparations of the French codex.....46	
		window display of.....94	
		Wolff, E. H., portrait.....276	
		Wolff, G., Difficulties found at the dispensing desk.....71	
		Wood oil, Chinese, source of.....190	
		Wooten, T. V., portrait.....276	
		Words, many-syllabled.....1, 81, 119, 228	
		Wright, C. L., portrait.....281	
		Wulling, Prof. Frederick J., portrait of.....355	
		Yanatas.....77	
		Yeast, composition of.....8	
		Zwingenberger, O., portrait163	
		The collective exhibit of Germany at St. Louis161	

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TABLE OF CONTENTS.

EDITORIAL COMMENT.....	1
EDITORIALS:	
Join the Association, The American Pharmaceutical Association	2
ORIGINAL COMMUNICATIONS:	
Poisonous Proprietarys, as Affected by British Law.....	3
Druggists' Recipes.....	3
Improved Carbolic Salve, by S. Bayne.....	4
NEW REMEDIES OF 1903-04.....	5
CERAM OF CURRENT LITERATURE:	
Caffeine and Sodium Benzoate Incompatible with Acid Syrups, Reactions for Cryogenine in the Urine, Color Reaction for Differentiating Salicyrine from Antipyrine, Turkish Oil of Olives, Acid Calcium Phosphate as a Solvent for Antipyrine, The Adulteration of Beech-Wood Tar.....	6
QUERIES AND ANSWERS:	
What Is Meant by "Trituration," Clear Elixir of Pyrophosphate of Iron, Quinine and Strychnine, Petrolatum Emulsions and Their Value.....	7
The Composition of Yeast, "Soldering Fluid," To Color Paraffin Wax Green, To Give a Sparkling Lustre to Stained Glass, Cost of Binding the AMERICAN DRUGGIST, The Use of Cannabis Indica in Corn Cures.....	8
DEPARTMENT OF BUSINESS BUILDING.....	8
NEWS OF THE DRUG WORLD.....	11-20
REVIEW OF THE WHOLESALE DRUG MARKET.....	30, 31
EXPORT OPPORTUNITIES.....	32-36

EDITORIAL COMMENT.

Our esteemed contemporary, *The New York Medical Journal* and *Philadelphia Medical Journal*, brings forward the word "hepatocholangioenterostomy" as an example of the longest word in medical onomatology. Pharmacists will not find it difficult to produce from the literature of new remedies a word of many more letters, as, for instance, dioxibenzoylhexamethylenetetramine, which is the correct chemical designation for hetraline.

Evidences were not wanting at the annual convention of the New York State Pharmaceutical Association, held recently in this city, of a change of sentiment toward the National Association of Retail Druggists. The time is ripe, we think, for a N. A. R. D. propaganda in this section, and, if assurances count for anything when made in open meet-

ing, the organizers of the National Association will be pleasantly received when they approach the officers of local associations hereabouts, and any efforts they may make to bring about a better understanding among the trade as to price restriction will be cordially supported.

The Committee on Commercial Interests of the SHOCKING! New York State Pharmaceutical Association is an outspoken body. During a political campaign Asa Bird Gardner, erstwhile District Attorney of New York County, delivered himself of a phrase which has been identified with him ever since. It had something to do with sending reform to a place known politely as Hades. Judson B. Todd, the chairman of the New York State Committee on Commercial Interests, stands the risk of becoming equally notorious through his identification with a statement about pharmaceutical ethics, only he did not use Mr. Gardiner's exact phraseology with the substitution of ethics for the other word. In effect it was the same, and we fear Mr. Todd will go down in history as a thoroughgoing iconoclast. His advice to druggists is, "Stock anything that will make money, and forget all about ethics."

We tender to Grafton C. Allen, Ph., C., A GOOD EXAMPLE pharmacist in the Public Health and Marine Hospital Service, the evidence of our TO FOLLOW. most distinguished consideration. Mr.

Allen has written an article on *The Druggist's Art* as a Profession which has been evidently syndicated by a newspaper association, for it has appeared in several of the leading daily newspapers of the country. In this article Mr. Allen undertakes to set the lay reader right on many points in which he has been long in error regarding pharmacy and pharmaceutical methods. He shows that many of the antiquated jokes which for years have been repeated at the expense of pharmacists are baseless; that pharmacists are entitled to be ranked as professional men; that the steady and rapid advance in pharmaceutical education has produced a higher type of educated pharmacists, entitled to the respect and consideration of the community, and that the best evidence of high regard for the public welfare on the part of pharmacists consists in the fact that all movements for restrictive legislation pertaining to drugs and medicines have come from the pharmacists themselves. Mr. Allen has set a good example, which we hope will be followed by other pharmacists of a literary turn.

As will be seen by reference to our news columns, one result involved in the election of a member of the Pharmacy Board in the eastern section of the State has been the drawing of a very sharp line of demarcation between the different classes of pharmacists in New York. In commenting on the change in the methods prescribed for the election of members of the Board of Pharmacy at the time of the unification of the board, some years ago, objection was made by the AMERICAN DRUGGIST to recognizing the claims of any particular body of men to have a representative upon the board. This objection was later sustained by a change in the law, which conferred the right to vote upon all pharmacists who were members of any incorporated association. Unfortunately, however, the evil results of having sectional representation, or, rather, class representation, have become so firmly implanted that at the last election four candidates appeared, representing as many different classes of pharmacists, with the result that the test turned not on the special fitness of the individual, but merely upon the numerical strength of the particular faction which he represented. The gentleman elected, Mr. Weinstein, is, no doubt, a competent

THE PHARMACY BOARD ELECTION.

pharmacist and will undoubtedly make an excellent official, and we have no criticism to make of his selection. We do regret, however, the cleavage into factions, which cannot operate for the general welfare of pharmacy in this city or State, and we think it not improbable that a radical change in methods of selection of the board members will take place in the not far distant future, so as to remove the selection of officials from the realm of factional politics.

The American Pharmaceutical Association.

The pharmacists of Kansas City, Mo., have not been idle during the year, and we learn that they are preparing an elaborate programme of entertainment for the visitors who go to that city in attendance upon the meeting of the American Pharmaceutical Association, which is to begin on September 5. In addition to the usual attractions incident to the meeting of this association there will this year be held a conference of the boards of pharmacy, to which all the boards in the United States have been invited to send delegates. The responses which have so far been received to the invitations to attend this conference warrant the committee in anticipating an attendance of probably 100 men interested in pharmacy board work. There will also be the usual meeting of the conference of teaching faculties, which will serve to bring together the leading pharmaceutical educators from all over the United States. With these two bodies of men working simultaneously in Kansas City there is every probability that the results will be a decided improvement in the direction of uniformity of the requirements of both colleges and boards. It is true, of course, that these conferences have no mandatory powers, but there can be no doubt that when these men, who are engaged in the solution of some problems, meet and confer there will be a certain modification in the views of the various members of the boards and the members of the several faculties which will tend to bring about something like a greater degree of uniformity in their requirements, and which will make for the good of pharmacy all over the United States.

Pharmacists generally should remember that the meetings of the American Pharmaceutical Association are not intended solely or mainly for the professors. They are intended for the instruction, the pleasure and the participation of the working pharmacists, and the informal discussions which go on in the section on practical pharmacy and dispensing frequently elicit ideas and suggestions from the working pharmacist which are of great benefit to his fellow workers. All pharmacists, whether members of the association or not, are cordially invited to attend these meetings.

At present the plans for transportation have not been completed except in so far as they relate to transportation between St. Louis and Kansas City, between which points a special train will be run over the Missouri Pacific Road, leaving St. Louis at midnight, Sunday, September 3, and arriving at Kansas City at 9 o'clock next morning. Those pharmacists in the East who contemplate going are urged to communicate at once with the members of the Transportation Committee nearest them so that the members of the committee may have some idea of the preferences of the travelers as to routes. At present it is hoped that arrangements may be made permitting the delegation from New York to go by way of Washington over the Alleghany Mountains and Louisville to St. Louis and return by way of the Great Lakes and the New York Central Road. The railroads, however, decline to make any special rates so far in advance of the date of the meeting, and the Committee on Transportation are therefore unable to give any definite information as yet on this head. The members of this committee are: Chas.

Caspari, jr., Baltimore, Md.; Albert E. Ebert, Chicago, Ill.; Caswell A. Mayo, New York, N. Y.; Chas. M. Ford, Denver, Col.; Chas. G. Merrell, Cincinnati, Ohio; H. M. Whelpley, St. Louis, Mo.; S. A. D. Sheppard, Boston, Mass.; Wm. M. Searby, San Francisco, Cal.; S. P. Watson, Atlanta, Ga.; Wm. A. Frost, St. Paul, Minn.; Max Samson, New Orleans, La.

Join the Association.

Our news columns are filled with notes of association meetings, past and to come, as this is essentially the season when pharmacists meet together to discuss the various ills to which pharmacy is subjected and to relieve the tedium of the drug store by a brief outing in association with others whose objects in life are along similar lines.

Each year the question recurs, What is the good of the association? and fortunately each year the answer seems more and more convincingly in favor of associations and association work.

It is not alone in the immediate and material benefits accruing from a possible advance in price that associations work for the welfare of pharmacy; it is not alone in the increased interests in the technical side of pharmacy which follows the reading of the papers presented at the State meetings, nor is it the social features alone, the excursions, the ball game, the friendly tests, which make the association meeting a valuable factor in the life of the druggist. It is rather the combination of all these several factors in the association work which makes the organization well worth while.

The life of the retail pharmacist is at best a narrow and a narrowing one. The average pharmacist of small capital is confined to his little shop from 12 to 16 hours daily for seven days a week. Within the narrow confines of the shop walls his spirit becomes narrowed, he loses the broader view which comes to the man who mingles with the outside world; he loses that joy of life which is the rightful heritage of every human being; he becomes a mere thing of routine, of sordid cares, of grave responsibilities.

It is, therefore, well that he should be taken out of this treadmill existence, this continual round of petty, provoking cares and brought into contact with his fellows under the pleasant auspices of the association. Such contact will broaden his views, minimize his troubles, multiply his pleasures and teach him that fellow feeling for his fellow pharmacists need not be utterly ground out under the iron heel of keen competition.

Indeed, associations are a potent factor for good, and every pharmacist should make it a rule to participate in the meetings of local, State and national associations in so far as this is possible. From every point of view the time and money spent in attendance on at least the State Association meeting may be safely looked upon as a profitable investment and not merely as an expenditure.

To Exporters.

If American manufacturers would devote the same care, the same thought and the same energy to the development of their foreign trade which they are compelled to give to the trade in this country they would soon begin to realize returns which would prove eminently satisfactory. In these efforts they can depend upon the active and intelligent co-operation of our foreign department, and we shall be pleased to hear from all American manufacturers whose goods are suited for foreign markets, for we are confident that we can be of material assistance in developing the possibilities of trade abroad.

[Written for the American Druggist.]
"POISONOUS" PROPRIETARIES

As Affected by British Law.

By AN ENGLISH PHARMACIST.

The British statutory regulations in regard to proprietary articles containing poisons are of interest to many on this side of the Atlantic as, with Bench-made law, they exhibit some peculiarities.

A "poison" in Great Britain is one of the several articles specified in a schedule to a Pharmacy act passed in 1868, and none of these can be sold without incurring a penalty unless the vendor has qualified as a chemist. The enumerated substances are divided into two parts.

The first division cannot be retailed unless the purchaser is known to or introduced to the seller, the record of the sale is attested by the signature of the purchaser, and the bottle is labeled with the name of the article, the word "poison" and the name and the address of the seller. Sales of articles in Part 2 need only fulfil the requirement as to labeling.

The first division of the schedule embraces arsenic, aconite, atropine and their preparations, poisonous vegetable alkaloids and their salts, cantharides, corrosive sublimate, metallic cyanides and preparations, tartar emetics, ergot of rye, prussic acid, savin and its oil and strychnine and its preparations.

In the second section of the schedule are:

Essential oil of almonds (unless free from prussic acid);

Belladonna and its preparations;

Tincture of cantharides and all vesicating liquid preparations thereof;

Liquid preparations of carbolic acid and its homologues containing more than 3 per cent. of those substances (except any sheep wash or other agricultural or horticultural preparation contained in a closed vessel distinctly labeled with the word "poisonous," the name and address of the seller and a notice of the agricultural or horticultural purpose for which the preparation has been made);

Chloroform;

Chloral hydrate and its preparations;

Preparations of corrosive sublimate;

Preparations of morphine;

Nux vomica and its preparations;

Opium and all preparations of opium or of poppies;

Oxalic acid;

Red precipitate and white precipitate.

Now by a court decision proprietary medicines of which any schedule poison forms an ingredient if present in such quantity as to be hurtful—not necessarily fatal—to man or child, come within the prohibition against the sale of poisons by unqualified persons; and the exemption of patent medicines in the act has been held to apply only to medicines *actually patented*—i. e., protected by Letters Patent under the Great Seal—and *not* to proprietary articles commonly called patent medicines.

Among the proprietary medicines which come under the first part of the schedule are Acme Weed Killer, Barton's Exterminator, Battle's Vermin Killer and Rough on Rats.

The proprietaries under Part 2 are more numerous, and include: Atkinson & Barber's Infant's Preservative, Bateman's Drops, Battle's Bromidia, Battley's Liq. opii sed, Bow's Liniment, Chlorodyne, Ferris' Nephenthe, James' Horse Blister, Kay's Compound Essence, Winslow's Soothing Syrup and Woodcock's Cough Pills.

Reaction for Acid Potassium Antimoniate.—Jorissen (*Journal de Pharmacie de Liège*, January, 1904,) describes the following reaction for distinguishing acid potassium antimoniate (improperly called white oxide of antimony) from antimonium oxide. The author employs the well-known reagent of Nessler (an alkaline solution of mercury and potassium iodide). The acid potassium antimoniate to be tested is placed at the bottom of a capsule and is moistened with a few drops of this reagent. The mixture does not show any color reaction, while in contact with antimony oxide it immediately turns black.

DRUGGISTS' RECIPES.¹

Two Important English Publications.

In the issue of the AMERICAN DRUGGIST for January 25 last, editorial reference was made to an agitation which had been carried on the year previous by English pharmacists with a view of securing some modification of the Medicine-Stamp Duty acts of Great Britain. As a result of this agitation the Board of Inland Revenue, through new interpretations of the law governing the tax on medicines, have recently granted several important concessions to pharmacists.

Under the new interpretation of the law pharmacists in Great Britain are not now required to stamp compounded medicines which are prepared in accordance with formulas published in certain formulary books, preparations of this kind being regarded by the Board of Internal Revenue as "known, admitted and approved" remedies, which qualified chemists may recommend and sell without stamp duty, though the names under which they are sold would make them liable to stamp duty if the composition of the medicines were not in some specific manner disclosed. The method of accomplishing this "disclosure" is novel, interesting and altogether profitable to the great body of pharmacists throughout the country. We think the idea originated with one of the pharmaceutical journals, which undertook to print a compilation of formulas and attach certain numbers to them, which numbers could be used to indicate the composition of the remedy. No direct disclosure of the formula is thus made to the public, the number attached to the label being followed only by the initials of the principal title of the particular compilation of formulas in which the compound may be registered. Other regulations have, of course, to be observed, such as the non-use of proprietary titles, names of persons in the possessive case, etc., but the privilege of exemption from duty depends principally on the disclosure of the formula.

"Pharmaceutical Formulas," published by our London contemporary, The Chemist and Druggist, and "The Pharmaceutical Journal Formulary" are two new books of formulas which are the outcome of the new interpretations of the act, these books being in effect "a register of recipes for compounded medicines prepared and sold by chemists and druggists under names which are now held to incur liability to the medicine stamp duty unless the composition of the medicines be disclosed." The first named is a volume of some 650 pages, divided into numerous chapters. It opens with a comprehensive and eminently lucid account of the measures enacted in Great Britain pertaining to the taxation of medicines, concise summaries of the different statutes bearing on the stamp duties on medicines being given. This is followed by about 50 pages of Australian formulas, being the recipes followed in the hospitals of the Australian Commonwealth. The succeeding chapters are devoted to formulas of all sorts and degrees, grouped variously under ailment names, body names, descriptive titles, galenic preparations, miscellaneous preparations, preparations chiefly for the toilet and unclassified formulas, each recipe bearing its own number. Stamp medicine memoranda and high court decisions are given in the appendices. To quote from the preface: "As the primary object of the volume is legal rather than pharmaceutical, there is more variety in the volume than the writer of a book of formulas would ever dream of presenting; but the collection has the great merit of representing the actual working formulas of those who have been selling the preparations. There are some which we should hesitate to

¹ *Pharmaceutical Formulas*. Being a Supplementary Volume Comprising a Consolidation of the Medicine-Stamp Acts (with Historical Notes), Formulas for Known, Admitted and Approved Remedies, An Australian Hospital's Formulary, and Many Other Recipes. Published at the offices of *The Chemist and Druggist*, 42 Cannon street, London, E. C. Branch offices: Adelaide, Melbourne and Sydney, Australasia. 1904. (Price 10 shillings.)

The Pharmaceutical Journal Formulary. A Register of Formulas for Medicinal Preparations sold by Chemists and Druggists, and regarded by the Board of Inland Revenue as "known, admitted and approved" remedies, together with Collections of Useful Recipes for Galenic Preparations, Veterinary Medicines, Photographic Solutions, Dental Preparations, Perfumes, Toilet Requisites, and various other Preparations in every day use. Edited by John Humphrey. London: *The Pharmaceutical Journal Office*, 17, Bloomsbury square, W. C. 1904. (Price, 21 shillings.)

indorse, either owing to excessive dosage or polypharmic [etc.] character; but taking the collection as a whole, it is eminently useful apart from its primary object." This is our own view of the work; and leaving out of consideration the real purpose of the book, which has been sufficiently indicated above, the volume should prove eminently useful to working pharmacists everywhere.

"The Pharmaceutical Journal Formulary" is an impressive looking quarto of 812 pages, exclusive of 86 pages of index and a preface. It is attractively bound and well printed on rather light weight paper. It is richer in material than the volume just noticed, comprising a greater wealth of formulas and miscellaneous information. Opening with a Supplement to the Pharmacopœia—a sort of National Formulary—a treatise on the preparation of compressed tablets follows, while the succeeding section, from page 81 to page 610 and 610a inclusive, is taken up with chemists' and druggists' recipes, from mixtures, through emulsions, syrups, vermifuges, lozenges, capsules, pills, powders, liniments, toothache drops and nursery lotions, to blank pages for druggists' own recipes. Section 4 comprises a large number of remedies for the commoner ailments of both man and beast. Formulas for perfumes and toilet preparations are given, and the book contains besides a useful series of miscellaneous recipes which are unnumbered. A section is devoted to histological and bacteriological stains and reagents, while the study of urine analysis is treated in a separate chapter, a comprehensive list of reagents and tests being given. Section 11 contains a list of chemicals used in photography, this being reinforced with formulas for developers, toning solutions and the various sensitizers, mountants, varnishes, etc. Legal hints for chemists and druggists are given, followed by an enumeration of the various statutes dealing with the regulation of the qualifications of pharmaceutical chemists and of chemists and druggists in Great Britain, together with comments on the application of the laws pertaining to the practice of pharmacy and the sale of drugs and medicines. Poisons and their antidotes are noted, and a useful table of standards for medicines brings the technical part of the volume to a close.

This does not tell all that the book contains, for there is a trade directory of leading wholesale pharmacists, with their postal and telegraph addresses and telephone numbers, and a list of the schools and colleges of pharmacy is given, besides much miscellaneous information regarding postal charges, metric and apothecaries' equivalents, etc. The usefulness of the book is apparent at a glance, and it cannot but be regarded as an indispensable part of the armamentarium of a pharmacist in business. American pharmacists who may invest in a copy of the book on our advice will, we are sure, feel grateful to us for the recommendation, for the volume is one which can be put to immediate and profitable use.

IMPROVED CARBOLIC SALVE.¹

By S. BAYNE.

All branches of the medical profession recognize carbolic acid as one of our most effective antiseptics. Much objection has been expressed to the ointment, a common form of application, on account of the proneness of the acid to crystallize from its base and thus exert a caustic action upon abraded or inflamed surfaces. Camphor has been found to neutralize the caustic effect of carbolic acid without at the same time impairing its antiseptic properties, and in the appended formula (for which I do not claim entire originality) will be found an elegant preparation, effective and soothing, and one that will not crystallize:

Carbolic acid.....	3iiss
Camphor	3iv
Lanolin	3i
Oil sassafras.....	ʒxv
White wax.....	3vi
White petrolatum (refined).....	3viiij

Melt the carbolic acid and camphor, and while warm add the

oil of sassafras. Melt the wax, petrolatum and lanolin together, add the solution of camphor and stir occasionally while cooling. The caustic properties of the acid are neutralized by the camphor.

FEDERAL CONTROL OF DRUGS

Before the Section of Materia Medica, Pharmacy and Therapeutics of the American Medical Association, at the meeting in Atlantic City on June 7, 1904, H. W. Wiley, Ph.D., chief of the Bureau of Chemistry of the U. S. Department of Agriculture, presented a paper descriptive of the present condition of federal control of drugs. He said in part:

"The laws regulating federal control of drugs extend back as far as June 26, 1848, when the act which is at present in force regulating the inspection of drugs of foreign origin at the ports of entry was enacted by Congress. The first section of this law provides that 'All drugs, medicines, medicinal preparations, including medicinal essential oils and chemical preparations used wholly or in part as medicine imported from abroad, shall, before passing the custom house, be examined and appraised, as well in reference to their quality, purity and fitness for medicinal purposes as to their value and identity specified in the invoice.'

"The regulations made by the Secretary of the Treasury for the enforcement of this act are found in full on pages 461 et seq. of the Custom Regulations of the United States of the Edition of 1899. The law provides that drugs imported from Great Britain, France and Germany shall be judged by the pharmacopœias of those countries, respectively, while the standards of all other drugs shall be fixed by the pharmacopœia of the United States. The inspection of drugs is extended to patent, secret and proprietary remedies, and the Secretary of the Treasury is authorized to exclude from the country such remedies that, in his opinion, are harmful, unsafe or fraudulent. The law authorizing the Secretary of Agriculture to control drugs is chiefly directed to a study of their purity and the extent and character of their adulteration. This is accomplished in the drug laboratory of the Bureau of Chemistry. Although of recent origin, this laboratory has already undertaken extensive studies respecting the purity and adulteration of drugs, and works especially in collaboration with the Committee on Drug Adulteration of the American Pharmaceutical Association. One bulletin—viz., No. 80—has already been issued from this laboratory treating of

"I. Inferior Drugs and Insidious Methods of Deception.

"II. Rose Geranium Oil and Its Substitutes, and

"III. Phenacetin: Methods of Analysis and Commercial Status.

"This bulletin can be secured by application to the Secretary of Agriculture. The Secretary of Agriculture is also authorized by the act to inspect drugs at the ports of entry; but inasmuch as this is done so thoroughly and so well by the Treasury Department, the Agricultural Department has taken no action whatever in this respect, and probably will not, as it would be undesirable and unnecessary to duplicate the work of the Treasury Department. The drug laboratory also studies the composition and character of medicinal plants produced within the United States.

"Another important work of federal control of drugs exercised by the Department of Agriculture is in collaboration with the Post Office Department, regulating the circulation through the mails of fraudulent and deceptive literature relating to remedies, and of dangerous and fraudulent remedies themselves. All the chemical work which the Post Office requires in this line is done in the drug laboratory of the Bureau of Chemistry. The use of the mails has already been forbidden to the manufacturers of many of these alleged remedial agents, which, upon examination, have been found to be practically fraudulent in character.

"The above shows the present condition of federal control of drugs. There is still lacking the desirable control proposed by the pending Pure Food and Drug bill, which include inspection of interstate commerce in adulterated, fraudulent and misbranded drug products."

¹ Read at the annual meeting of the Georgia Pharmaceutical Association, May 17, 1904.

NEW REMEDIES.

Introduced Since June, 1903.

(Continued from Vol. XLIV, page 368.)

Adorin is the name given to a foot powder put up by the Schering Chemical Works, Berlin, the active ingredient of which is stated to be formaldehyde.

Antemesine is the name under which anaesthesine (para-amido-benzoic ethyl ester) is put up in gelatin capsules, each containing 10 Cgm. It is prescribed in hyperaesthesia of the stomach and in nervous dyspepsia.

Antidysentericum.—A remedy against dysentery, prepared from the barks of logwood, pomegranate and simaruba.

Fortossan is an infant food, which is composed of a vegetable phosphorus preparation known as phytin and milk sugar. It appears in commerce in the form of tablets, made by the Basle Gesellschaft für chemische Industrie.

Fucol is a German proprietary substitute for codliver oil, prepared by the maceration of certain iodine-containing seaweeds, previously roasted in a special manner in a fatty oil. The product is an olive-green liquid, with a pleasant odor and a taste which is stated to resemble that of freshly roasted coffee. It is said to be more easily emulsified than codliver oil.

Furol is a dry beer yeast, made by Bonaccio, in Geneva, which is said to be efficacious in the form of a soap applied externally in skin diseases.

Gasterine, a term previously applied to the prepared gastric juice of dogs, is in France used as a trade name for bismuth phosphate.

Gastricia, as a proprietary name, is applied to a composition of salts recommended by Dr. R. Blum in the treatment of certain disorders of the stomach. As made by Apothecary Josef Traub, it contains the following ingredients in the proportions named: Ammon. carb., ammon. chloride, aa 1; potass. bitart., 6; sod. tart., 2; lapid. Cancr., 5; magnes. carb., 3; magnes. citr., 10; magnes. lact., 5; sod. chlorid., sod. sulph., aa 3; sod. bicarb., 60.

Gerdal is a nutritive compound of beef juice, albumen and sugar. It is a grayish-yellow powder, of pleasant odor and taste, which is given in doses of three teaspoonfuls three times daily, either alone or mixed with other food.

Guaisotol is the trade-marked name for a permanent syrup of guaiacol made by the Davis Pharmaceutical Company, New York. Each fluid ounce of the syrup is stated to contain 16 grains of guaiacol.

Gurmin is the name applied to a serum intended for the cure of glanders in horses, made by the Höchst Color Works, Germany.

Haeman is a solution of iron sulphocyanate-peptonate, introduced into medicine by Baum & Co., Hanau, Germany. In anemia and in gout the sulphocyanates in the saliva almost totally disappear, and it is to cover this loss of sulphocyanates, which possess bactericidal properties, that the use of Haeman has been proposed.

Haemoprotagon is a hæmolecithin, containing iron and phosphorus in organic combination, said to be prepared from nerve substance and hæmoglobin. It is marketed in tablet form.

Helmin is a vermifuge put up by the Helfenberg Chemical Works, Germany, which is said to be efficacious in the expulsion of different species of parasites peculiar to the human body, as *Anchylostomum duodenale*, *Trichocephalus dispar*, *Ascaris lumbricoides* and *Oxiuris vermicularis*. Helmin is a mixture of 1 part of oleoresin of aspidium and 2 parts of castor oil. It is put up in capsules, accompanied by other capsules containing a mixture of oil of turpentine and castor oil, 11 of the extra capsules containing 3 Gm. turpentine and 30 Gm. castor oil.

Hemisine is understood to be identical with adrenalin, adrenalin, adrin, epinephrin, epirenan, suprarenin and the various other substances said to represent the active principle of the suprarenal bodies. At least, it is the trade-marked name of the firm of Burroughs Wellcome & Co., London, as applied to the vaso-constricting, astringent and hæmostatic principle of the suprarenal substances. It is marketed in the form of solids and tablets of various strengths—e. g., 0.005 and 0.0012 Gm., from which solutions are made; 0.0006 Gm., intended for use in ophthalmic practice, and 0.0008 Gm., for internal use.

Hermitine is a French specialty, recommended as an antiseptic and a disinfectant. It is obtained through the electrolysis of sodium and magnesium chlorides in solution, which produces corresponding hypochlorites.

Hermophenyl is, chemically, mercuric phenol-disulphonate of sodium, containing about 40 per cent. of mercury. It is a white amorphous powder, soluble in about 7 parts of water. While strongly antiseptic and bactericidal, it produces no caustic effect on the skin or mucous membrane. In ophthalmia neonatorum the drug is recommended in 3 per cent. solution, and is claimed to be superior to silver nitrate.

Hetralin is a new hexamethylene-tetramine derivative, which is described chemically as dioxybenzoylhexamethylenetetramine. It contains 60 per cent. of hexamethylene tetramine and appears as needle-shaped crystals, soluble in 4 parts of hot water and 14 parts of cold water. It is prescribed in cases of acute and chronic cystitis.

Hirudin is a preparation obtained from the leech, which is said to represent the antistyptic properties of the animal. It is obtained by extracting the head and pharyngeal rings, including the lips. The heads, etc., are cut into pieces and are extracted with distilled water; the solution is dialyzed, the flocculi which arise are centrifuged out and the clear solution is coagulated at 82 degrees C.; again coagulated and again centrifuged, the solution dialyzed and neutralized, and finally reduced to dryness in vacuo. It occurs as brownish dry scales or loose masses, insoluble in alcohol and ether, but easily soluble in water. It is used in the treatment of certain diseases of women and wherever the coagulation of blood is to be prevented.

Hydroacetyl dioxide is obtained when benzoylacetyl dioxide is added to water, dibenzoyl dioxide being precipitated, while acetic acid and hydroacetyl dioxide are dissolved. It is considered a powerful non-toxic antiseptic.

Hyperbiotin, also mentioned in Italian pharmaceutical literature as Iperbiotin-Malesci, is an organo-therapeutic preparation, said to be extracted from the brains of animals. It is supposed to have the same properties and, according to some writers, the same constitution as the one-time famous Brown-Séquard extract. It is made by Dr. Malesci, Florence, Italy.

Iatrevin is a condensation product of menthol and isobutylphenol, which is recommended as a remedy in cases of chronic catarrh. It is a light, clear liquid, with an aromatic odor akin to peppermint. In disinfecting power it appears to be the equal of phenol, an 8 per cent. solution destroying staphylococci in three minutes.

Iodine-Eugenol is an analogous compound to aristol-iodine thymol. It is a yellowish powder, having a faint odor of eugenol, insoluble in water, slightly soluble in alcohol and soluble in ether and in fixed oils. It is said to be a more energetic disinfectant than aristol.

Iodlecithin is a compound of iodine and lecithin, holding 20 per cent. of iodine. It is a brownish-red substance, of somewhat the same consistency as lecithin.

Iodo-Acetone is the name applied to a 40 per cent. solution of iodine in acetone, which is employed for painting incipient boils and carbuncles, with a view to aborting them.

Iodonucleoid is an organic iron compound, described in the *Cleveland Medical Journal*, 1904, No. 5, p. 234.

Iodophenol solution, for hypodermic medication, consists of potass. iodid., 0.3; iodine, 0.06; acid carbollic, 2; glycerin, 5; distilled water, ad. 100 Cc. Dose, 5 to 10 Cc.

(To be continued.)

Cream of Current Literature

A summary of the leading articles in contemporary pharmaceutical periodicals.

Caffeine and Sodium Benzoate Incompatible With Acid Syrups.—Tabuteau (*Répertoire de Pharmacie*, April 10, 1904,) calls attention to the difficulty met with in compounding prescriptions with syrup of lemon or syrup of currants when caffeine and sodium benzoate are among the medicinal ingredients. When such mixtures are compounded a precipitate is observed which is nothing else but benzoic acid, that has been liberated by the acid of the syrup which was used as a vehicle. Physicians should be warned to avoid prescribing acid syrups with mixtures containing caffeine rendered soluble by addition of sodium benzoate. If such a prescription is received, the pharmacist can avoid the incompatibility by adding a little sodium carbonate to the mixture, this salt forming with benzoic acid a sodium benzoate, which is soluble even in acid media. If the amount of caffeine which the physician intends to prescribe does not exceed 1 per cent. in the mixture the sodium benzoate may be omitted, as it is not necessary for the solution of the caffeine.

Reactions for Cryogenine in the Urine.—R. Couraud (*Journal de Pharmacie et de Chimie*, April 1, 1904, page 344,) is the author of an interesting research upon cryogenine and its reactions in the urine. He found that the emerald-green color, which is said to be characteristic of cryogenine in the urine on the addition of Fehling's solution, is not a constant reaction; in fact, he found that it often occurs in normal urine and does not always occur in urine after the absorption of cryogenine. A much more sensitive and constant reagent for this substance is the phosphomolybdic solution. When a few drops of this reagent are added to 10 Cc. of urine a blue color, shading off into a slightly greenish pink, is obtained, as the result of a mixture of the pure blue color with the more or less pronounced yellow of the urine. At times there is, in addition, an abundant blue precipitate, which does not influence the color reaction. Cryogenine can be isolated in crystals from the urine after it has been taken internally. For this purpose it can be extracted with ether at 65 degrees, which dissolves a considerable amount of it. The crystals which are obtained by evaporation of this solution are of an orange tint.

Color Reaction for Differentiating Salipyrine from Antipyrine.—Miranda (*Revista Farmaceutica Chilena*, December, 1903,) employs the following method for distinguishing these two substances, which show a number of chemical reactions in common. For example, if a few crystals of each of these substances be placed upon a watch glass with a drop of nitric acid, and if the mixture be heated upon a water bath, a reddish purple color is obtained. The author discovered, however, that if the product thus obtained be treated with a few drops of an alkali, so as to neutralize the excess of acid, and if a little sulphuric acid be then added, the red color persists with antipyrine and disappears with salipyrine. He also recommends the following test: Equal parts of antipyrine and salipyrine are treated in separate capsules with hot nitric acid and a small quantity of water is added. The mixture is next shaken with chloroform and the following phenomena are observed: The lower layer (chloroform) remains colorless, while the upper layer (watery) remains purplish-red, if antipyrine is present. If salipyrine is present the lower layer assumes a reddish-violet color, while the upper layer becomes yellowish-gray.

Turkish Oil of Olives.—According to *der Seifen Fabrikant* (1903, page 925) the Turkish Government has recently adopted a series of measures to further the production of olive oil in that country. Unfortunately this industry is still in a very unfavorable condition in Turkey, although the cultivation of olives is very extensive in the Ottoman Empire, especially on the Sea of Marmora, on the Islands of the Ægean Sea (Lesbos) and in Asia Minor. The Turkish farmer knows al-

most nothing of arboriculture and treats the fruit without any rational system. Usually the olives are salted. The production of oil by pressing is extremely primitive, and there is often only one press in each village, so that the olives often lie for months before being pressed, and in consequence become dry and moldy. Another defect is the lack of cleanliness in the implements and in the manufacture and the vessels used for storing the oil. All the better varieties of oil in Turkey are imported, and yet that country exported in the year 1898-1899 olive oil to the value of 18,000,000 piasters to regions which were inhabited by a population which sympathizes with Turkish customs.

Acid Calcium Phosphate as a Solvent for Antipyrine.—Manseau (*Bulletin de La Société de Pharmacie de Bordeaux*, November, 1903,) reports some experiments with antipyrine and calcium diphosphate which may be of practical value in prescription work. Antipyrine combines very easily with certain acids, forming salts of definite composition and of fixed crystalline form. Some of these salts are so insoluble in water or in other vehicles that they cannot be employed in medicine. The author had occasion to compound prescriptions in which antipyrine was associated with acid calcium phosphate, and found that when equal parts of this salt is added to a concentrated aqueous solution of antipyrine the calcium salt is immediately dissolved, producing a reddish-yellow color and giving the solution an oily appearance which resembles that of brown codliver oil. If the mixture be rubbed in a mortar with a pestle the fluid gradually loses its color and the solution becomes a brilliant white crystalline mass, representing a true combination of acid calcium phosphate and antipyrine. If this substance is collected on a filter and dried it becomes a fine crystalline powder, which is very soluble in water and gives all the reactions of acid calcium phosphate as well as antipyrine. If this product be redissolved in an excess of water, evaporated at a gentle heat and allowed to crystallize, beautiful rhombohedral crystals of antipyrine and acid calcium phosphate appear. The author thinks that this compound will prove useful in replacing various preparations of calcium phosphate and antipyrine with advantage, on account of its great solubility.

The Adulteration of Beech-Wood Tar.—Hirschsohn (*Pharmaceutische Centralhalle*, 1903, page 845) calls attention to the fact that there are found in commerce two qualities of beech-wood tar which can readily be distinguished by their odor and color. The density of the better variety varies from 0.926 to 0.940 and that of the inferior variety from 0.953 to 0.987. This latter variety is in reality almost always composed of a mixture of true beech-wood tar with pine tar. This adulteration may be detected in two different ways. In the first place, if a solution of one part of the suspected product in twenty of petroleum ether be shaken with a watery solution of copper acetate, 1:1000, it will be found that the ethereal solution is colored green whenever pine tar is present. The latter contains resinic acids, which are capable of forming with copper certain salts which give green solutions in petroleum ether. In the second place, if a tar water of the strength of 10 per cent. be prepared, and if to this solution be added a few drops of pure aniline and of hydrochloric acid, a red color is produced if pine tar be present, owing to the presence of furfural, which is contained in this variety of tar. The author examined some samples of commercial beech-wood tar having a very low density (0.910 to 0.920) which were very skillfully adulterated not only with pine tar, but also with the resinol products of the extraction of naphtha oil. The product which resulted from this mixture was not perfectly soluble in acetone, but left a residue of oily consistence. The elements in the examination of beech-wood tar, therefore, comprise the determination of its density, the detection or the absence of pine tar, and, finally, the verification of its complete solubility in acetone.

Queries and Answers

We shall be glad, in this department, to respond to calls for information on all pharmaceutical matters.

What Is Meant by "Trituration."—R. L. O. writes: "A dispute has arisen between another pharmacist and myself as to the meaning of the word 'trituration' as used in the directions for mixing a compound powder intended for external application. My friend contends that to triturate means to mix with a definite percentage of sugar of milk, while I hold that it refers to the mere act of rubbing up together."

While the strictly pharmaceutical meaning of the term "trituration" is the mixture of 10 parts of one substance with 90 parts of sugar of milk, this meaning is restricted to mixtures of substances evidently intended for internal administration, and in ordinary usage the term is applied to the operation of rubbing up one substance with another. We fear your friend must be a captious person.

Clear Elixir of Pyrophosphate of Iron, Quinine and Strychnine.—J. D. M. writes: "I have been reading the AMERICAN DRUGGIST for several years and have never troubled you with any questions. I would now ask you to answer through the journal with a formula for making elixir of pyrophosphate of iron, quinine and strychnine, which will not become cloudy or opaque when mixed with water, as in the N. F."

We fear our correspondent is confusing two things. The National Formulary does not include the elixir named, and we must suppose it is the elixir of phosphate of iron, quinine and strychnine which is troubling him; but this is a minor matter, and one formula representing an improvement on the process of the National Formulary can be readily adapted to both elixirs by the mere substitution of the pyrophosphate of iron for the phosphate, and *vice versa*, as shown below.

Soluble phosphate of iron, U. S. P.	128 gr.
Quinine alkaloid	65 gr.
Strychnine alkaloid	2 gr.
Phosphoric acid, 85 per cent.	15 minims.
Acetic acid, 86 per cent.	225 gr.
Ammonium carbonate	71 gr.
Alcohol	1 fl. oz.
Aromatic elixir, } of each sufficient to make	
Distilled water, }	16 fl. oz.

Dissolve the alkaloids in the alcohol, add 6 fluid ounces of aromatic elixir, and then the phosphoric acid. Add the ammonium carbonate to the acetic acid, and when solution is complete add enough distilled water to bring the volume up to 6 fluid drachms. Mix this solution with the solution of the alkaloid, and then add sufficient aromatic elixir to make the liquid measure 14 fluid ounces. Dissolve the iron salts in $\frac{1}{2}$ fluid ounce of distilled water by the aid of gentle heat, and if the solution be acid to test paper neutralize exactly with ammonia water; add enough aromatic elixir to this to bring the volume to 2 fluid ounces, and then add to the solution previously obtained, and mix.

By substituting pyrophosphate of iron for the phosphate prescribed in the foregoing formula, which has been recommended by H. P. Hynson and H. A. B. Dunning in a report to the Maryland Pharmaceutical Association, an equally satisfactory elixir of pyrophosphate of iron, quinine and strychnine is readily obtained, and having the marked green color so many prefer.

The use of saccharin as a sweetening agent for elixirs of this class has been proposed by H. C. Bradford, and he recommends the following formula as furnishing a clear, green elixir which keeps well, tastes well and is in every way satisfactory:

Iron pyrophosphate, soluble	256 gr.
Quinine sulphate	64 gr.
Strychnine sulphate	2 gr.
Solution of saccharin	4 fl. oz.
Alcohol	2 fl. oz.
Water	2 fl. oz.
Aromatic elixir, enough to make	16 fl. oz.

Mix the alcohol with 1 ounce of water, and in it dissolve the alkaloids, using heat if necessary. Mix the solution of

saccharin with the remaining water, and in it dissolve the iron salt, without heat. Should solution be too slow, a few grains of sodium citrate will be found materially to hasten the process. When solution is complete, mix with the alkaloidal solution, shaking vigorously. Now add 4 drachms of purified talcum and 8 ounces of aromatic elixir. Shake well; set aside for a few days, and filter, making the filtrate measure 16 ounces by the addition of aromatic elixir.

Solution of saccharin as used by Mr. Bradford consists of saccharin, 4 drachms; sodium bicarbonate, 2 drachms, dissolved in enough water to make 16 fluid ounces. Each fluid ounce of this solution is said to be equal to 1 pound of sugar in sweetening power.

Petrolatum Emulsions and Their Value.—L. D. P. asks us to express an opinion regarding the therapeutic value of liquid petrolatum when used as a substitute for codliver oil, and for details concerning the process of manufacturing it into an emulsion.

Our own opinion is that the substance is valueless as a substitute for codliver oil, but our opinion on therapeutic subjects may not count for much. It is well known that hard paraffin is totally indigestible in the human stomach, and we fail to see how liquid petrolatum should differ from it in this respect. A substance like liquid petrolatum, which is so resistant to chemical action, can hardly be affected to any extent by either the gastric or intestinal juices, and except for the possession of bland lubricating properties the assertions made by the various manufacturers of petroleum emulsions as to their nutritive value in wasting diseases are contradicted by a mass of clinical evidence to the contrary. E. Fullerton Cook, P.D., in an article on The Pharmacy of Liquid Petrolatum, contributed to the American Journal of Pharmacy for June, 1903, quotes Dr. Robert Hutchinson on the subject. As the result of a series of experiments undertaken to determine the nutritive value of petroleum emulsion, Dr. Hutchinson reached the conclusion that petrolatum was of absolutely no use at all as a substitute for codliver oil, the class of chemical substances to which petroleum belongs offering persistent opposition to chemical action. He adds: "Crude petrolatum may possess some value, due to the volatile substances contained in it entering the blood and being excreted by the mucous membrane. The purer the petrolatum, however, the less active will it be therapeutically."

As to formulas, one of the best working recipes for the manufacture of a compound emulsion of petroleum with hypophosphites is that proposed some ten years ago by S. A. McDonnell in a communication to the California Pharmaceutical Society. The formula is as follows:

Liquid petrolatum	16 fl. oz.
Powdered acacia	8 oz.
Glycerin	4 fl. oz.
Calcium hypophosphite	288 gr.
Sodium hypophosphite	288 gr.
Water, sufficient to make	3 pt.

Triturate the oil with the acacia in a large mortar, and add 1 pint of water all at once, triturating rapidly to emulsify. Dissolve the hypophosphites in half a pint of water and add this. Then add the glycerin and sufficient water to make 3 pints.

The following formulas are suggested by Mr. Cook in the article already referred to:

EMULSION OF LIQUID PETROLATUM (PLAIN).

Liquid petrolatum	3iv
Acacia, powdered	3ij
Oil of wintergreen	Mxxxij
Water, sufficient to make	Ol

Mix the liquid petrolatum with the powdered acacia in a dry mortar, add 4 fluid ounces of water all at once, and triturate the mixture until a perfect emulsion is formed; then add the

oil of wintergreen and finally enough water to make the finished product measure 1 pint.

EMULSION OF LIQUID PETROLATUM WITH HYPOPHOSPHITES.

Liquid petrolatum.....3iv
Acacia, powdered.....3ij
Calcium hypophosphite.....gr. 330
Potassium hypophosphite.....gr. 110
Sodium hypophosphite.....gr. 110
Oil of wintergreen.....Mxxxij
Water, sufficient to make.....Oj

Mix the liquid petrolatum with the powdered acacia in a dry mortar, add 4 fluid ounces of water all at once, and triturate the mixture until a perfect emulsion is formed; then add the oil of wintergreen. Dissolve the hypophosphites in 8 fluid ounces of water and add this solution to the emulsion, finally adding enough water to make the finished product measure 1 pint.

The Composition of Yeast.—H. F. J. G. asks us for any information we can give him regarding the composition of yeast.

Yeast belongs to the class of organized ferments which contain albumen, fat, cellulose and some inorganic salts. Its ultimate composition, according to Schlossberger (quoted in Foster's Encyclopedic Medical Dictionary), is carbon, 49.9 per cent.; hydrogen, 6.6 per cent.; nitrogen, 12.1 per cent., and oxygen, 31.4 per cent.

"Soldering Fluid."—S. T. L. asks us to publish the formula of a "soldering fluid" such as tanners use, giving the percentage of zinc and the strength of muriatic acid employed.

We are unable to give the exact proportions of acid and zinc used in the preparation of a soldering flux. In a practical way, ordinary commercial muriatic acid, the so-called spirit of salt, is saturated with scrap zinc until no more will be taken up, the point of saturation being indicated when no more gas bubbles are given off. This constitutes the liquid which is applied to the opposing surfaces of articles of lead, zinc and other metals which are to be soldered.

To Color Paraffin Wax Green.—S. T. L.—A number of dye substances can be used for this purpose, and application to any perfumery house, such as Fritzsche Bros., 37 Barclay street; Fries Bros., 92 Reade street, or the Evergreen Chemical Company, 180 Fulton street, New York, will bring all needed information regarding the adaptability of aniline or vegetable dyes for the purpose indicated.

To Give a Sparkling Lustre to Stained Glass.—H. B. V. writes: "Can you give me any information as to what I can use to give a brilliant lustre to stained glass? I want something that can be mixed with the colors and fused, which will leave a sparkling effect on the glass after it has cooled out."

We regret our inability to shed any light on what must be a secret of the glassmaker's art. None of the reference books at our command has anything to say on the subject.

Cost of Binding the "American Druggist."—F. P. G. says he has some 20 volumes of the AMERICAN DRUGGIST which he wishes to have bound in neat, plain, but substantial style, and he asks us to tell him what would be a reasonable price to pay for the job.

The price ordinarily paid in New York for binding in cloth with the name, volume number and year of the periodical stamped in gold or gilt letters is 75 cents, and New York is not a proverbially cheap place. We should advise you to write to a number of binders in the next large city to yours inviting bids on binding the total number of volumes in a good, serviceable cloth binding, with the title, volume number and year conspicuously printed on the backs of the volumes. If you are prepared to pay the expressage on the volumes both ways, we shall be glad to find a binder for you here.

The Use of Cannabis Indica in Corn Cures.—H. A. D. writes: "In a corn cure composed of salicylic acid, extract of Indian hemp and collodion, what is the use of the hemp?"

If we were facetiously inclined, we might answer, "to make a rope to hang the corn." Seriously, the object of adding extract of cannabis indica is something of a mystery. The person who originally devised the formula may have fancied that the extract would exert a sedative action and deaden the pain caused by the action of the salicylic acid, but it is just as likely that it was a nice color he was after.

BUSINESS BUILDING

By W. A. DAWSON

Under this head will appear suggestions and plans for increasing trade, advertising experiences, information, and notes of interest useful to the pharmacist in the preparation of his advertising matter. Specimens of current advertising will be reproduced, with suggestive analysis and criticism, and queries relative to advertising matters will be answered. To avoid delay address communications to the Department of Business Building, AMERICAN DRUGGIST, 66 West Broadway, N. Y.

"YOUR MONEY BACK IF YOU WANT IT."

This is an advertising phrase that can be lived up to by the big store, but is a dangerous proposition for the small dealer—whether he lives up to it or whether he fails to make good.

In either case it is likely to prove a trade boomerang and make active enemies out of former good customers. There is no more unreasonable and unreasoning creature on the face of old Mother Earth than the person who is determined to make a dealer take back or exchange some article that was bought and sold in good faith, and which for no other reason than mere whim or "change of mind" they wish to force back on the merchant.

Once in a while we see the advertisement of a retail druggist containing the above phrase, or some variation of it—all simply variations of the world-old phrase, "Satisfaction guaranteed or money refunded," for there are few new things under the sun even in advertising.

Of all men the pharmacist is the one that can least possibly live up to such an agreement—that is, to give back the customer's money and take back any article he may have sold. The statement that he will do so is either true or it is a lie. If he is prepared to live up to it in the case of every item in his stock, even to prescriptions, well and good; if not, he had best leave this and similar statements out of his lexicon, or at least qualify such statement with exceptions that must be made with some articles dealt in by the pharmacist.

To illustrate the point I give the following incident from life:

The wife of a country gentleman rated in the millions bought a rubber bed sheet. About a month afterward she drove up in her landau, handed a package to the clerk who stepped out to wait upon her and said: "See that this is credited on my account." She then drove off before the clerk had time to open the parcel. It contained the sheet, badly stained and showing plainly that it had been used in a surgical case. It was not credited, and the lady was politely notified of the fact and informed that the sheet was her property and that it awaited her disposal. When the check came in for her monthly bill it was found that the price of the sheet had been deducted. For several months the bill included the charge for the sheet and each time the lady deducted it. Finally the husband came in to see about the matter, and the transaction was politely and carefully explained to him and the sheet shown, also a duplicate of label that had been affixed to a corner of the sheet and to the wrapper when originally sent out. It read something like this:

TAKE NOTICE.

This article was carefully examined or tested when sold, and is guaranteed perfect.

IT IS NOT EXCHANGEABLE NOR RETURNABLE.

We attach this slip to all goods that are used in the sick room, to rubber goods, surgical dressings and to any article that might be taken into a house where there is sickness, however slight, or where it might be handled by patient, nurse or any member of the household. With this explanation it will be obvious to you that our rule is not an arbitrary regulation made for convenience or profit, but is to protect our patrons and fulfill our professional duty by thus taking precaution against the possibility of spreading the germs of some contagious disease. With the modern knowledge of bacterial life and of the manner in which matter becomes infected by contact of the hands, from the breath, even from the air of a room, such a rule as this becomes imperative. It would be criminally careless to do otherwise. To break a rule is to unmake it. To break it for one means to break it for all. Please do not put us to the embarrassment of refusing to break it.

The gentleman saw the force of this argument and when payment for the following month's bill came in the amount of the sheet was not deducted from the bill.

In this or in every other case, with but one exception, not a customer was lost; on the contrary, such incidents have been a help rather than a hindrance to the trade and have brought increased confidence and a higher respect on the part of that pharmacist's customers.

We have all experienced such incidents as these: The customer who brings back a syringe for exchange and solemnly asserts that "it was never even taken out of the box," and when the syringe is taken out a few drops of water dribbles from it and there is a damp spot or two in the bottom of the box; or the hair brush that was "never used," yet has two or three long black hairs curled about the lower part of the bristles; the comb with a few flecks of dandruff clinging to it; the unused package of antitoxin that has probably lain upon the coverlet of the bed in which a patient now lies dead; the rubber nipples or comforters with the "bloom" of the new rubber gone from them—sucked off—plainly indicated by their appearance; patent medicines with the wrappers torn off and the "See that this seal is not broken" badly mangled; even the prescription, with the usual "Got the wrong bottle" excuse, shamefacedly made by the customer, who knows he is making a preposterous request in asking the druggist to take it back—heaven only knows why he asks it, for he knows better and doesn't need the money usually.

So, then, be careful about what you say in your ad matter about taking back or exchanging goods. Think it over well before saying it. After it's said you've got to stand by it in letter and in spirit, if you're an honest man.

It seems a grand thing to say, "We'll buy back anything you are not satisfied with when you get it home and examine it," it sounds so bluff and hearty and honest; but, to get right down to facts, it's mere grandiloquence and downright dishonesty nine times out of ten.

Either you've got to throw away most of the things you take back—and they're usually the high-priced articles—or you must sell them to some one else. You will either lose money or lose customers. Only one dissatisfied customer out of a hundred comes back to kick—the ninety-nine never come back. No one wants second-hand goods, and will resent having it shoved off on them. I would not knowingly buy something that had been out of stock and into some other fellow's house, where, possibly, there was sickness and perhaps the article was handled, or even tried, by the invalid and then rejected, perhaps for no other reason than a sick person's fancy.

Put this argument to your customers when the occasion arises for stating your rule. Ask them if they would like to have such goods sold to them, and the probability of such being the case were it not for your rigid adherence to this rule. Instead of getting angry, they will see the thing in the proper light and applaud your carefulness and respect you the more for it.

Embody your rule for exchanging goods in your advertising two or three times a year, and bring out strongly the points or facts of the care exercised in your establishment to protect your patrons from any possible injury to their health through carelessness and indiscriminate exchange of certain lines of goods.

Criticism and Comment.

The ads shown below are examples of individuality of style gained by the use of special cuts (engravings). The great trouble with this sort of thing is poor printing. It is unusual to see a cut of this sort well printed; this is partly the fault of the printer and partly that of the cut maker. The latter rarely takes into consideration that news ink and country press work are something quite different from the proof ink with which he makes a careful impression on fine paper.

Schreiner's

PHARMACY

Park Avenue and Second Street.

Rubber Goods—Hot Water Bottles, Atomizers, Fountain and Bulb Syringe. All guaranteed and sold at reasonable prices.

Fine line of Confectionery.

Telephone 671.

Schreiner's

PHARMACY

Park Avenue and Second Street.

LAXATIVE GRIPPE TABLETS,
Sure cure for Coughs, Colds and LaGrippe, 25c a box.
FINE LINE OF CONFECTIONERY

Telephone 671.

"PUSH IT ALONG"

When you have a good thing "push it along." Pro-Derma Cream is a good preparation and we are "pushing it along." It is an ideal skin remedy. It is antiseptic. It makes red, rough skin white and smooth. It heals chaps. Get a free sample and try it yourself. We will have no trouble to sell you a bottle at 25c after you have tried it.

RANDALE'S DRUG STORE 224 STATE ST
Just Above Post Office.
Green and Red Trading Stamps. Telephone 304-2.

Stainlgo is a pumice soap of very fine quality.

Makes soft white hands out of dirty ones.

CAKE, 10c.

E. H. Thompson & Co.
DRUGGISTS MAIN ST.

Prescriptions

right up to date with all new drugs and remedies.

Lee's Pharmacy

Corner Second and Columbia.
Bk'n Palace—Main, 124-125

PRESCRIPTIONS OUR SPECIALTY

BARTELL DRUG CO.

508 Second Ave

FLORODORA CREAM

Makes the skin soft and velvety, only 25c a bottle.

WILLES-HORNE-DRUG CO.

Prescription Druggists,
Deseret News Building.
Telephone 374



Hot Tea, Coffee and Chocolate

NEW YORK STATE ASSOCIATION.

Annual Convention at Brighton Beach Largely Attended—Proceedings Described in Detail—A Tilt Between Chemists—Social Features of the Meeting Best in Its History.

Although the social features of this year's meeting of the New York State Pharmaceutical Association, which was held at Brighton Beach during the week of June 27 to July 1, engrossed the major portion of the time of those in attendance, and the entertainment programme eclipsed anything heretofore attempted, the technical and scientific interests of the gathering were not allowed to be wholly overshadowed. A lively debate on a scientific subject was precipitated at one of the sittings by J. Percy Remington, jr., who presented a paper on a new process for preparing iodoform in light, bulky powder. He recommended dissolving iodoform in acetone and then precipitating it by means of water, the acetone being afterwards recovered. This process gave, he said, an iodoform of unusual lightness and bulkiness of powder. When Mr. Remington indulged in some speculations regarding the chemical composition of iodoforms of differing specific gravities, he drew the fire of Dr. Joseph Kahn, of the Brooklyn College of Pharmacy, who astonished his audience with an unusual display of knowledge regarding the theories of isomerism and allotropism. Mr. Remington confused allotropism as relating to elementary bodies with isomerism, for he said that there were probably several allotropic forms of iodoform, when, of course, he meant isomeric forms, and this mistake of his was pointed out by Dr. Kahn, who improved the opportunity to dilate at some length on the various theories regarding the configuration of the molecule in space. The debate waxed warm for a time, and all who could follow the speakers in their excursions into the realm of the chemistry of the carbon compounds were keenly delighted and felt amply repaid for their attendance upon the sitting. Further contributions to the scientific and technical interests of the meeting were made by Dr. A. B. Husted, of Albany; W.

A. Dawson, of Hempstead; Dr. Joseph L. Mayer, of Brooklyn; E. S. Dawson, jr., of Syracuse, and T. J. Keenan, of New York.

The visitors from up the State were fairly surfeited with good things in the way of entertainment. To begin with there was the drive through Prospect Park and along the Fort Hamilton road to Fort Hamilton. This was conceded by everybody to be the most enjoyable feature of the week's entertainment, though the boat ride up the Hudson to Grant's Tomb and then up the East River to Glen Island will, perhaps, linger longer in the memories of some as a treat of the most enjoyable kind. The drive is worthy of a page to itself, but limitations of space forbid the extended notice which it deserves. The start was made on Tuesday afternoon from the hotel grounds on special trolley cars, which landed the visitors at Prospect Park, Brooklyn, where open carriages awaited them. It took 80 carriages to accommodate the 400 members and guests who formed the party. The route was through Prospect Park, where the foliage and innumerable natural beauties of the park were seen at their best. The route was laid out along the Shore Road, but as there had been some delay in starting, it was decided at the last moment to take a short cut in order to reach the fort at the hour agreed upon with the War Department—namely, 4 o'clock. At the fort the visitors were shown the batteries and fortifications by officers detailed for this purpose. Captain Harmon, who was in charge, and showed the visitors many special courtesies, informed the representative of the AMERICAN DRUGGIST that it was the first time in his long period of service in the army that civilian visitors had ever been permitted to go behind the batteries and inspect the guns. Under his direction the workings of a disappearing gun were shown, the ease with which the heavy mechanism was operated exciting exclamations of wonder from all who witnessed the operation of sighting, pointing, raising and withdrawing the enormous guns. At a later sitting of the association hearty resolutions were passed thanking Colonel Greenough, the officer in command of the fort, and his aides for the many privileges and courtesies shown the members during their inspection of the fort. The various at-



Photograph by Pach Brothers, 935 Broadway, New York.

Members and Visitors in Attendance Upon the Brighton Beach Meeting of the N. Y. S. P. A.

tractions of Coney Island were visited on Wednesday afternoon and evening, from special performances in Dreamland to an exhibition of fire fighting in Luna Park. On Thursday the ladies gave a euchre party in the assembly hall of the Brighton Beach Hotel, which was participated in by upwards of 300 persons, and some costly prizes fell to the winners. The prizes ranged from articles of cut glass, through umbrellas and dressing cases, to perfume, Peruna and Rhine Wine, to say nothing of hammocks, hot water bottles, Calox and Sen Sen.

The banquet was a great success, thanks to the excellent supervision of the proprietor of the Brighton Beach Hotel, who, indeed, won warm praise on all sides for the whole hearted way in which he attended to the comfort of his guests. As a convention headquarters the Brighton Beach Hotel is simply unsurpassed. Several of the older members, who can look back on previous experiences with hotel headquarters, gave ungrudging testimony of the excellence of the Brighton Beach Hotel management, and the Committee on Arrangements also came in for many warm encomiums on their admirable selection of headquarters.

The trip up the Hudson on the last day of the convention was taken under the most favorable auspices, the weather conditions being simply perfect. The stay on Glen Island was necessarily a brief one, the members and their friends being there just long enough to dispose of a shore dinner, which was prepared rather hastily, and, we are sorry to say, fell short of the expectations of a very hungry and somewhat dissatisfied crowd. Through the carelessness of some one connected with the clam bake establishment, the first notification which Mr. Starin and the stewards of the shore dinner pavilion had of the arrival of a boatload of people for dinner was when the band of musicians came playing down the approaches to the pavilion. This necessitated a delay and the furnishing of a pretty weak imitation of the clam bake usually served on Glen Island. Apart from this, which was the only disappointment experienced by the Committee on Entertainment, the entire week's convention in its social features proved the most delightful in the annals of the association. The burden of attending to the comfort and pleasure of the members fell almost entirely upon the shoulders of Dr. William Muir, the chairman of the local Executive Committee, and it was fortunate for all that his shoulders are as broad as they are, for everything, with the single exception noted, went off without a hitch. He was ably assisted by S. V. B. Swann and Dr. Frederick P. Tuthill. Mrs. Tuthill efficiently directed the work of the Ladies' Auxiliary Committee, assisted by Mrs. S. V. B. Swann.

The Business Sessions.

First Sitting, Tuesday.

In the unavoidable absence of President W. C. Anderson, who is convalescing after an attack of typhoid fever, the twenty-sixth annual convention of the New York State Pharmaceutical Association was opened in the assembly hall of the Brighton Beach Hotel at 10 o'clock on Tuesday morning, June 28, by Vice-President J. A. Lockie, of Buffalo. Addresses of greeting were made by the representatives of the various local associations, George Hoffmann, secretary of the New Yorker Deutscher Apotheker-Verein speaking for Henry Imhof, president, who had been delayed in reaching the hall. The drug Clerks' Circle extended greetings through Philip Lewi, while Dr. William C. Alpers welcomed the association to Greater

New York on behalf of the Manhattan Pharmaceutical Association.

THE DRUGGIST'S WIFE AND DAUGHTER.

Dr. Alpers' speech was the hit of the day, as in it he paid many graceful tributes to the wives and daughters of the druggists. It was, he said, his pleasant duty to bring the kindest greeting and the most hearty welcome of the association which he represented. He hoped the stay of the visitors would prove as fruitful of results as it was certain to be a pride and a pleasure to the local pharmacists. He recognized in the N. Y. S. P. A. a shining model for other associations of the country, for in this association opponents were listened to with respect and were not declared enemies of pharmacy because of individual differences. The good accruing from meetings of this kind could not, he said, be lightly estimated. It was here that Dr. Alpers drew the applause of his audience by a glowing eulogy of the druggist's wife. He said, in part:

"I am glad to see so many ladies present, for if there is any woman in the whole country who deserves a vacation it is the druggist's wife. While we read a great deal about the long hours of the druggist and of how difficult it is to get away from the store, how little is said about the partner of the druggist's joys and sorrows. In many pharmacies the druggist's wife can be seen helping him in his work and lightening his burdens, and it is in this atmosphere of devotion to duty



View of Brighton Beach Hotel from the Board Walk.

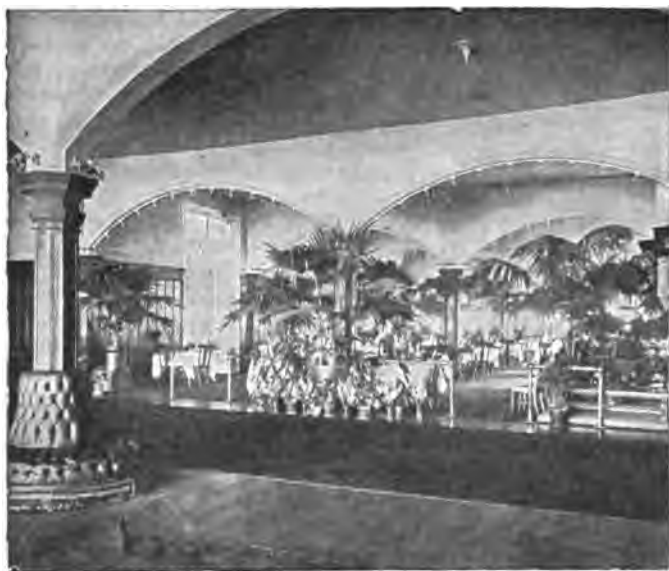
that their children are raised. I would say here to every young man who may be in doubt as to whom to take for a life companion, 'Select a druggist's daughter for a wife and you will be happy.'" Dr. Alpers closed by expressing the hope that this meeting would be the most memorable one in the history of the association.

Welcoming speeches were also made by Joseph Weinstein (New York Retail Druggists' Association) and Adrian Paradis (Kings County Pharmaceutical Society). Mr. Paradis made several clever hits in indulging his fondness for epigrammatic utterances, as when he said: "Longevity among pharmacists is a very marked trait, and this is why life insurance companies consider pharmacists such a good risk."

PRESIDENT'S ADDRESS.

After several announcements by the chairman of the Entertainment Committee, Acting President Lockie read the annual address to the members prepared by President Anderson. The opening paragraphs of Professor Anderson's address dealt with the historical development of the association. The advancement of pharmacy in New York State since the formation of the association had been made possible, he said, by the development of the organization, and he referred with pride to the fact that this had been done without selfish or ulterior motives, the underlying desire in the enactment of pharmacy laws being to provide greater safety and protection for the people. The work of the year was passed in review, and he said that one achievement—the passage of the Graduate Prerequisite Clause bill—marked the association an enthusiastic patron of higher education. Discussing the failure of the cocaine bill, he recommended the Committee on Legislation of the association to secure the introduction of a similar measure at the next session of the Legislature. He drew attention to a source of danger in legislative work which means should be

taken to abolish. His reference was to the introduction of conflicting bills by representatives of different associations. He recommended that some provision be made at this meeting whereby all local pharmaceutical associations which might hold divergent views from the policy adopted at any meeting of the State Association in legislative matters agree to meet the Legislative Committee of the State Association with a view to harmonizing differences. He also recommended the appointment of a special committee of five to prepare amendments to



The Hall of the Brighton Beach Hotel.

the laws pertaining to pharmacy, so as to reconcile certain conflicting chapters of the penal code and the pharmacy law.

President Anderson's address was referred for consideration to a special committee of five.

WELCOMED BY BOROUGH PRESIDENT LITTLETON.

Borough President Martin W. Littleton was then introduced and extended a hearty welcome on behalf of the citizens of Brooklyn. He said he was not the keeper of the "lids" and seals, but so far as his jurisdiction went he would turn over everything to the visitors. He generously told his hearers that they could take anything in sight, if they would only send him a receipt for what was taken.

A member stood up and called for three cheers and a tiger for Mr. Littleton, which were heartily given. Dr. Willis G. Gregory, of Buffalo, responded for the association in a speech in which he expressed keen appreciation of the royal reception which had been tendered the visiting members. The members, he said, appreciated the city of New York as a city of magnificent distances, but they felt no alarm. Being engaged in the making and taking of pills, their joints were ball bearing, so that long distances had no terrors for them.

Applications for membership were then received, Chairman Bunker of the Executive Committee reporting 39 candidates. (The complete list of members elected at this meeting follows the report.)

SECRETARY'S REPORT.

Edward S. Dawson, jr., of Syracuse, submitted the customary annual report of the secretary. The report opened with an explanation of the delay in the publication of last year's Proceedings, which he stated was entirely the fault of the publisher. The number of active members at the publication of last report was 994. This number had been reduced by 85, owing to deaths and resignations, and the total membership was now 959. Mr. Dawson recited in detail the work of his office during the year, and told of the efforts he had made to arouse interest in the work of the association. Attention was called to the very valuable aid which the members of the Commercial Travelers' Auxiliary had rendered in adding new members to the association, and thanks were extended in particu-

lar to Robert E. Service, Adolph Stahl, W. F. Sohni and S. D. Wadhams. Acknowledgement was made of the courtesy tendered by various wholesale pharmacists who had distributed copies of the Proceedings to the druggists of their vicinity. The following members died during the year: Edward Alt, John J. Kohler, Brooklyn; E. H. Chapman, Morrisville; Joseph Du Bois, J. H. Elting, Kingston; William M. Francis, Troy; Leander F. Howard, Hancock; Charles E. Monell, New York; S. S. Van Saun, Warwick; William J. Walker, Albany; Fred. Wiley, Oswego.

The expenses of the secretary's office during the year amounted to \$262.38. This did not include the salary of the secretary nor the cost of the stenographic report.

The report took the usual course, being received and ordered printed in the Proceedings.

Treasurer Frank Richardson, of Cambridge, described the condition of the treasury, saying the receipts of the office during the year amounted to \$2,812.76, which with expenditures of \$1,525.09 left a cash balance of \$1,287.67.

After the appointment of various committees, including Credentials and President's Address, Dr. William Muir submitted the annual report of the Committee on Legislation.

LEGISLATIVE WORK OF THE YEAR.

Attention was called in the opening paragraphs of the report to the power and influence exerted by the association in shaping legislation pertaining to pharmacy. At no time in the history of the association had this been more manifest than during the session of the Legislature of last year. In all matters relating to pharmaceutical interests the representatives of the association were consulted and listened to with marked consideration, and no measure that was opposed by the association was allowed to become law. The members of the Legislature appreciate what the State Association represents, and also that its committees speak for a large body of professional business men. The passage of the Graduate Prerequisite Clause bill was duly emphasized and the history of its passage in the Legislature recounted. There could be no doubt as to the value of this important law to the material and professional welfare of the pharmacist, and the association was congratu-



The Long Outdoor Dining Hall of the Brighton Beach Hotel.

lated upon the passage of the measure. The vicissitudes of the cocaine bill, which failed of passage through some mysterious but potent influence, were dwelt upon at some length. The committee regretted the loss of this measure, which had for its object the protection of the public, even though it would entail a financial loss to the members of the association. The report closed with a tribute to the untiring and unselfish energy of Senator McCabe, who showed himself at all times

ready to support and advance measures in which the State Association was interested.

Peter Diamond, the representative of the New York Retail Druggists' Association, in the course of an address of welcome, took occasion to dissent from some statements made both by Professor Anderson in his annual address and Dr. Muir in the report of the Legislative Committee regarding the part taken by the Kings County Society in securing the passage of the Graduate Prerequisite bill. Mr. Diamond believed that Kings County was arrogating too much to herself, and that to the State Association belonged the real credit for the enactment of the measure. Dr. Muir protested hotly against the introduction of criticisms into an address of greeting and the matter was dropped.

N. A. R. D. MATTERS.

A communication from Thomas V. Wooten, secretary of the National Association of Retail Druggists, accompanied by a set of resolutions, was read and received, and Dr. William Muir reported as delegate to the N. A. R. D. convention at Washington. The important work of the convention was described in pretty full detail, and the action of the convention in the adoption of resolutions manifestly favoring the proprietary interests was pointedly criticised. In conclusion, he recommended that the New York State Pharmaceutical Association continue its affiliation with the N. A. R. D. "on the same terms as last year." On motion, the report was received and referred to the Committee on President's Address.

ARE THERE ISOMERIC FORMS OF IODOFORM?

Second Sitting, Wednesday.

After the minutes of the previous sitting had been read and adopted President Lockie took up the regular order of business, and the 39 candidates proposed the day before were elected to membership. Five additional applications were received. Announcements were then made by the chairman of the Entertainment Committee, after which, on motion of Thomas Stoddart of Buffalo, the association adopted resolutions of sympathy for President Anderson, which the secretary was instructed to deliver at his residence, together with a gift of American Beauty roses from the association.

Dr. F. P. Tuthill, chairman of the Committee on Pharmacy



The Board Walk and Sea Wall at Brighton Beach.

and Queries, then announced several papers. E. S. Dawson, Jr., of Syracuse, read a paper on Fire Insurance for Retail Druggists, which brought out a valuable discussion, the chief participant in the debate being J. D. A. Hartz, of College Point.

J. Percy Remington, Jr., read a paper entitled Notes on Iodoform, which was listened to with the utmost interest and proved a valuable contribution to the Proceedings. He called attention to the differences in the quality of the Iodoform of

the market, dwelling especially upon the varying specific gravities of the substance as produced by different manufacturers. Some specimens of Iodoform showed a specific gravity as high as 4, while others varied from 2 to 4. Touching upon the various substances advertised as odorless Iodoforms, he said they were all inefficient, since once you remove the odor you destroy the remedial properties of the Iodoform. He believed the action of Iodoform was due to the chemical construction of the substance, and the difference observed with some products was



The Bathing Beach Near Brighton Beach Hotel.

probably due to some allotropic modification of the compound. Dr. Joseph Kahn, of the Brooklyn College of Pharmacy, interrupted at this point to ask how an allotropic form of a compound could exist and if the speaker did not mean an isomeric form. Mr. Remington rather evaded the question, and went on to describe the method of producing a light, bulky Iodoform by precipitating Iodoform from its solution in acetone. He exhibited two samples of Iodoform and said one had a specific gravity of 2 and the other of 4, and asserted that the physiological effect of each was the same. Here Dr. Kahn differed with him again, and said that even if the chemical composition of the two samples of Iodoform were the same Mr. Remington could not make the statement that the physiological effect was the same unless he had determined their constitution. Dr. Kahn asked Mr. Remington if he had applied the pharmacopoeial and other tests to the different specimens in order to determine their chemical constitution. Mr. Remington had asserted that each sample was CHI_3 , and Dr. Kahn asked him if he was sure about the chemical formula. A substance might, he said, be the same chemically but have a different arrangement of the atoms in the molecule or it might be polymeric. Mr. Remington then admitted that he was unable to speak definitely about the chemical constitution of the substances he was describing or the arrangement of the atoms in the molecule, as he had not determined these points.

More was said by Dr. Kahn concerning the architecture of certain carbon compounds, and he insisted that methane was not CH_4 , as ordinarily understood, but CH_3H . Mr. Remington closed the discussion by saying that he did not know of a text book that gave the formula of methane as CH_3H . In reply to a question by another member, Mr. Remington asserted that the toxic properties of Iodoform were identical with those of free iodine—another statement that did not meet with hearty acceptance.

Dr. Joseph L. Mayer followed with a paper on

OFFICIAL METHODS OF ANALYSIS,

in which he made the suggestion that assay processes should be devised and worked up by some sub-committee of the U. S.

Pharmacopœial Convention or of the American Pharmaceutical Association, and after being approved be published in pamphlet form and regarded as official methods of analysis for pharmacopœial preparations.

The paper was received and referred to the Executive Committee for subsequent publication in the Proceedings.

AGAINST SECRET NOSTRUMS.

Dr. A. B. Husted, of Albany, then read a paper entitled *Am I My Brother's Keeper?* in which he condemned secret nostrums and advocated the publication of the formula as a means of suppressing the nuisance. He said the association should take a stand on this question, and place itself on record



VICE-PRESIDENT JAMES A. LOCKIE.

Who presided at the Brighton Beach meeting of the N. Y. S. P. A. in the absence of President Anderson.

as in favor of a law compelling the publication of the ingredients of every proprietary remedy for the cure of disease. If the association did not do that its silence would be taken as acquiescence in a continuance of the present practices of the ignoramus and the quack.

N. A. R. D. GOSPEL.

J. B. Duble, one of the organizers of the N. A. R. D., who had been accorded the privileges of the floor at an earlier sitting, was introduced and gave a talk on N. A. R. D. matters. He delivered a witty and forceful speech, which carried conviction to the minds of his hearers. He divided the members of druggists' organizations into "level heads," "sore heads," "pin heads" and "swelled heads," and ended by saying that if the N. A. R. D. succeeded in organizing the different elements of the retail trade of the country its founders would deserve a monument to their memory.

A recess was taken at this point to admit of the election of the candidates for membership proposed earlier in the proceedings, and upon the resumption of business Thomas J. Keenan, of New York, announced that the report of the Committee on New Remedies, of which he was chairman, was ready. He described briefly the more important developments of the year in the production of new remedies, and at the close, on motion of Dr. Muir, he was accorded a vote of thanks.

W. L. BRADT RE-ELECTED.

The election to fill a vacancy in the Middle Section of the State Board of Pharmacy took place after adjournment. W. L. Bradt was a candidate to succeed himself, and he being the only one in the field was elected after the usual formalities.

Third Sitting, Thursday.

THE NEW TEST FOR ARSENIC.

The sitting was opened at half past ten o'clock, Acting President Lockie in the chair. After the minutes of the preceding sitting had been read and approved, the Committee on Time and Place of Next Meeting was appointed. The Committee on Credentials then reported, and the delegates of the various associations represented made brief addresses. Prof. Virgil Coblenz was recognized and gave a talk about some features of the forthcoming Pharmacopœia. He spoke particularly of the tests and assay processes. The new test for arsenic would, he said, enable any chemist to quantitatively estimate arsenic in any substance, and the test is so simple as to be easily conducted by a beginner, or one having only a slight acquaintance with chemical manipulations.

CONDITION OF PHARMACY IN NEW YORK.

Judson B. Todd, of Ithaca, submitted a racy report for the Committee on Commercial Interests. The committee numbers 21 members, chosen from different sections of the State. To each of these the chairman sent a letter containing 15 queries and received 11 replies. The questions read:

1. "Are you satisfied with 1904 so far as business is concerned?" All answered "yes."
2. "Have you a county or city organization?" All but one said "yes," and some said "both."
3. "Is it active and harmonious?" All said "yes."
4. "Are its objects pharmaceutical, commercial, or both?" Three replied "commercial" and the others "both."
5. "Is it affiliated with the National Association of Retail Druggists?" Seven replied "yes," one "no," and one that they "would soon so be."

BENEFIT OF ASSOCIATION.

6. "Has that association been of any benefit to your locality?" Five said "no," two said "a little," and two "that there was no work for it."
7. "Do you indorse it?" Seven replied "yes" and two "no."
8. "Have general trade conditions improved?" Seven answered "yes," three "some," and one "no."
9. "Do you believe in the State Association?" All replied "yes."
10. "Are you in sympathy with the Pharmacy law?" Nine said "yes" and two said "in part."
11. "Do you indorse the work of the Pharmacy Board?" Ten replied "yes," and one said "yes, in some particulars."
12. "Do cut prices prevail in your city or vicinity?" Four answered "yes," five "no," and two "in part."
13. "Are they a benefit or a curse?" Seven replied "a curse," one said he couldn't answer, one "no benefit," one replied "a decided benefit," and one thought "they would prove a curse."
14. "What is the trend of our profession?" One said "upward," one "downward," two "hopeful," one that the future was bright for the progressive man, one said it was hard to predict, and five that it was toward commercialism.
15. "Does the future offer any hope for the pharmacist?" Five answered "yes," one "yes, if the Pharmacy law is enforced," another "yes, if we had harmony and good legislation," another replied "yes, if he hustled." One said "no hope." One said "yes, to good salesmen," and one answered "not much."

These replies came from such cities as Rome, Brooklyn, Ilion, Cortland, Rochester, Middletown, Yonkers, Plattsburg, Elmira, Binghamton and Hornellsville. The conclusions drawn from them by Mr. Todd were that the year 1904 has been reasonably prosperous; that county and city organizations are the rule; that generally such associations are formed for commercial purposes; that nearly all are affiliated with the National Association of Retail Druggists; that that association, if nothing else, had taught organization; that trade conditions leave no serious complaints; that the present Pharmacy law is satisfactory, and that cut prices are advocated and prevail in many places.

DEDUCTION FROM REPLIES.

"The deductions to be drawn," said Mr. Todd, "are that the trend of the profession is upward and that the future is hopeful."

He dwelt upon the commercial side of pharmacy and pointed out that to be a successful druggist one must be a good business man. "The man," he continued, "who can do much selling is counted successful no matter whether his sales are confined to ready made remedies or custom goods." He spoke of cut prices at some length. His opinion was that they were not a success in the smaller towns, but might go in the larger cities where they are often expected.

He spoke also of the growth of the sundry and soda water business, often to the exclusion of the prescription departments, and cited the case of a Boston pharmacist who refuses to compound prescriptions between 4 and 7 p.m., on the ground that the time taken by a clerk to fill a 50-cent prescription would allow him to sell from \$2 to \$10 worth of drugs, medicines or sundries, on which there would be a profit of from \$1 to \$2, even at cut prices. The report was received and ordered to be published in the proceedings.

A verbal report was made by the Committee on the State



Miss SOPHIE WALKER, Ph.G.,

One of the most active and popular members of the Ladies' Auxiliary Committee of the N. Y. S. P. A.

Service Apothecaries, and Mr. Rogers, of Middletown, having taken an active part in the discussion, was appointed an additional member of the committee, which was continued.

REPORT ON PRESIDENT'S ADDRESS.

The report of the Committee on President's Address was read by Mrs. Marietta Harmon, of Syracuse, secretary. The committee was not in favor of special legislation in respect to the sale of cocaine as advocated by President Anderson, as they believed that the Board of Pharmacy had sufficient power to act. They also differed with the recommendation that a special committee of five be appointed to prepare amendments to the present Penal Code and Pharmacy law in the matter of the sale of poisons, as they thought the Legislative Committee of the Association could be depended upon to adjust this matter in due course. The other recommendations pertaining to the adjustment of differences between the State association and local associations and the welfare of the association generally were adopted.

A recess of five minutes was taken at this point to permit of the election of the candidates for membership proposed earlier in the proceedings, and 13 were elected, making the total elected during the present convention 64.

Judson B. Todd, chairman of the Committee on the Sale of

Poisons, of the New York State Board of Pharmacy, showed a new poison register and asked the association to indorse it. Dr. Walter M. Bryan, of Brooklyn, objected to the association going on record as indorsing the book on account of it containing a toxicological chart prepared by Dr. A. H. Brundage, but the association finally passed a resolution indorsing the volume.

A powerfully earnest appeal in behalf of the N. A. R. D. was made at this point by President Lockie, who resigned the chair to Vice-President Thorpe for this purpose, but definite action was not taken until a later session, when a resolution of hearty indorsement was adopted.

NEW OFFICERS ELECTED.

The election of officers was next proceeded with and resulted as follows:

President—William C. Anderson, Brooklyn (re-elected).

First Vice-President—J. A. Lockie, Buffalo (re-elected).

Second Vice-President—George E. Thorpe, Syracuse (re-elected).

Third Vice-President—Marietta Harmon, Syracuse.

Secretary—S. V. B. Swann, New York.

Treasurer—Frank Richardson, Cambridge (re-elected).

Executive Committee—Peter Diamond, New York, chairman; William B. Bunker, Utica; George Hahn, Rochester.

The only contest was over the election for secretary. E. S. Dawson, jr., who had held the office for two terms, was opposed at this meeting by S. V. B. Swann, and an active canvass was conducted by the two candidates. The result was in favor of Mr. Swann, who polled 80 votes as against 55 for Mr. Dawson, a plurality of 25.

Fourth Sitting, Friday.

The fourth sitting was called to order aboard the steam boat "Richmond" while on its way to Glen Island, by President Lockie. The report of the Executive Committee was received and showed a total membership of 1,023. On motion of T. D. McElhenie, of Brooklyn, a hearty resolution of indorsement of the work of the N. A. R. D. was adopted, but not until Dr. William Muir had given the N. A. R. D. some hard knocks. Dr. Muir does not believe the N. A. R. D. will ever be a success until it reduces the dues to the former level of 50 cents.

NEW YORK IS LOOKING TO THE N. A. R. D.

This and other statements made by Dr. Muir drew forth an impassioned statement from Chairman Lockie, in the course of which he made a strong appeal for support for the N. A. R. D. which proved very effective, as the sentiment of the members was distinctly with him. It was one of the most powerful speeches made during the meeting, and the earnestness of it could not be mistaken. The resolution was carried by acclamation, and the net result of Mr. Lockie's speech was to create a strong sentiment in favor of N. A. R. D. work in New York State. Members interviewed after adjournment expressed the opinion that the time was never so propitious for N. A. R. D. organization work in this State as at present.

Before final adjournment delegates were elected to the Kansas City meeting of the American Pharmaceutical Association, as follows: William C. Anderson, Caswell A. Mayo, A. B. Huested, Thomas Stoddart and David Strang. Saratoga Springs was selected as next year's meeting place. The association stood adjourned *sine die* at 12.30 o'clock.

MEMBERS LIBERALLY TREATED.

Several firms doing business with the retail drug trade endeared themselves to the members by liberal donations to the Entertainment Committee. A very enjoyable part of the refreshments on board the steamboat during the excursion around the harbor was the soda water supplied by "The Liquid" Carbonic Company, of Thirty-sixth street and First avenue, New York. The company had no less than 15 fountains, from which the delegates on board were served with as much of their new specialty, "Kola Mint," and as often as they wished. Various other fruit syrups were also served; in fact, it was a first-class soda water plant on board.

Another very acceptable treat was that provided by the Walter M. Lowney Company, the well-known confectioners, who furnished 300 1/4-pound fancy boxes of mixed chocolates.

At the banquet beside each diner's plate were found bottles

of fine perfume donated by Lazell, Dalley & Co. and by Henry K. Wampole & Co.

On board the boat cigars furnished by Storm, Loeb & Co., the American Tobacco Company, the Metropolitan Tobacco Company and others were distributed.

MEMBERS ELECTED.

Following is a complete list of the members elected at this meeting:

New York, Borough of Manhattan—Marlborough Hall, 1822 Broadway; Charles Wolaneck, 3194 Third avenue; Jacob Pick, 117 East Broadway; Leon Seeley, 175 West End avenue; Henry M. Foetig, 187 Clinton street; Philip Lewy, 1928 Lexington avenue; Adolph A. Edlich, 891 Third avenue; Ernest C. Goetting, 820 Amsterdam avenue; Leo W. Geissler, 915 Amsterdam avenue; Mendel Zagat, 2117 Eighth avenue; George Watman, 59 Avenue D; James Wilson, 1718 Lexington avenue; Carl Timmermann, 600 Park avenue; Isidore Streiffer, 293 Broome street; Emanuel Castka, 1870 First avenue; Aaron W. Hoyt, 212 East Eighty-fifth street; Raphael Grassi, 2131 First avenue; Henry B. Robbins, 214 Henry street; David Strang, 2130 Park Row Building; Bernard Colle, 1470 Second avenue; Emil Otto Weiss, 794 Sixth avenue; M. Kupersmith, 244 East Houston street; Harry L. Oxman, 1893 Second avenue; Joseph Herzenberg, 66 East 113th street; Emanuel Thome, 1718 Lexington avenue; Aaron Segall, Sixth avenue and Eleventh street; Henry Marquet, 142 Bleecker street; Hermann W. Dullberger, 21 Rector street.

New York, Borough of Brooklyn—Charles A. Kunkel, 384 Hamburg avenue; John George Wischerth, 1076 Bedford avenue; William George Meister, 103 Grand street; Charles L. Gesell, 709 Manhattan avenue; Carl A. Buchbinder, 192 Throop avenue; Moses A. Stenbuck, 422 De Kalb avenue; Frederick C. Schnibbe, 96 Kingston avenue; William H. Smith, jr., 648 Lafayette avenue; Robert Heinzerling, Seventy-fourth street and Third avenue.

New York, Borough of Queens—Edward N. E. Klein, Fourteenth street and Fifth avenue, College Point.

New York, Borough of the Bronx—David Kantor, 439 Brook avenue.

State of New York—Jacob Cohen, 254 South Pearl street, Albany; Louis Sautter, 75 South Pearl street, Albany; Morey J. Balcome, 29 Lewis street, Auburn; Herbert Merrick Groves, 102 Main street, Batavia; George S. Slade, 77 Court street, Binghamton; James K. Smith, Main street, Brewster; Frank Farrington, Delhi; Myron E. Tillman, 531 Lake street, Elmira; William Francis Nutt, 74 Courtney avenue, Newburgh; William John Friday, 114 Park place, Schenectady; William Ervin Cooper, 138 Main street, Walden.

State of New Jersey—George Hoffman, 427 Garden street, Hoboken.

The Commercial Travelers' Auxiliary.

The annual meeting of the Commercial Travelers' Auxiliary of the N. Y. S. P. A. for the election of officers and the transaction of other business took place in the assembly hall of the Brighton Beach Hotel, Coney Island, on Thursday, June 30. The proceedings were opened by President Robert E. Service, of Lazell, Dalley & Co., with about 20 members in attendance. After Dr. G. W. Lacey, of Bristol, Myers & Co., had read the minutes of the previous meeting, which were approved, President Service gave a presidential address, reviewing the work of the association for the past year. The Committee on Membership reported through Adolph Stahl in the absence of F. W. Buescher, chairman. Seven new members had been added to the rolls during the year, and the prospects of still further increasing the membership were considered good. Following this a discussion was opened on the question of the adoption of a permanent badge. The suggestion met with instant approval and it was unanimously resolved to give the Executive Committee authority to prepare a suitable design for a permanent badge, to be worn by the members during their attendance upon the State convention. The badges are to be ready for next year's convention.

The election of officers was then taken up and resulted as follows: President, W. F. Sohni; first vice-president, Adolph

Stahl; second vice-president, H. P. Snow; third vice-president, J. H. Rogers; secretary, Dr. G. W. Lacey; treasurer, L. E. Treat. The members of the Executive Committee, who are appointed by the president, are as follows: Robert E. Service, chairman; F. W. Buescher, and M. R. Mandelbaum.

The following representatives of wholesale firms were in attendance: H. W. Devalon, J. A. Whittet, M. R. Mandelbaum and John J. Woltjen, of the William S. Merrell Chemical Company, Cincinnati; G. P. Neely, of the Horlick's Food Company, Racine, Wis.; W. F. Sohni, of the New York Paper Box Company; C. T. Dill and A. T. Neville, of William R. Warner & Co., Philadelphia; Adolph Stahl, of the Manhattan Drug Company, New York; Col. E. W. Fitch, S. H. Carragan, Fred. P. Tuthill, F. W. Buescher and W. J. Carr, of Parke, Davis & Co., Detroit; Dr. Fred. C. Burdick, of Keasbey & Mattison Company, Ambler, Pa.; L. E. Treat, J. H. Rogers, A. J. Stevens and H. P. Snow, of Johnson & Johnson, New Brunswick, N. J.; L. W. De Zeller and W. M. Davis, of Seabury & Johnson, New York; Robert E. Service, of Lazell, Dalley & Co.; L. D. Worden, of Schieffelin & Co., New York; Dr. George W. Lacey, of Bristol-Myers Company, New York; A. Bateman, of Boehringer & Soehne, New York; Charles M. Edwards, of Gilpin, Langdon & Co., New York; Robert E. Chumaseiro, of Frog in Your Throat Company, New York; L. S. Lines, of "The Liquid" Carbonic Company, New York; Edward C. Pease, of Dr. R. V. Pierce, Buffalo; W. S. Munro, of Goetting & Co., New York; George Kempton, of J. Hungerford Smith Company, Rochester; Mr. Pray, of the Torsion Balance Company, New York.

THE MASSACHUSETTS ASSOCIATION.

The Twenty-third Annual Meeting a Great Success—N. A. R. D. Work Highly Commended—The Miles Plan Approved—Professor La Pierre Elected President.

Boston, July 7.—The twenty-third annual meeting of the M. S. P. A., held at the Atlantic House, Nantasket, June 21, 22 and 23, will go down in history as one of the banner gatherings of this organization. The planning of the various functions and their successful execution reflects great credit upon President Flynn, Chairman Cobb, of the Entertainment Committee, and their able corps of assistants.

Nearly 150 members were present when President Flynn rapped for order at the opening session. The president in his address urged the expediency of continuing membership in the N. A. R. D., and of sending the usual number of delegates to the convention. He called upon the members to adhere strictly to the law regarding the sale of liquor, and to conduct their stores so that there should be no suspicion of any violation of the legal requirements. He also urged the members to go on record in opposition to substitutions of any kind and to all unfair, improper or illegal practices. In closing he called upon the association to uphold the integrity of the profession and strive to win the respect and good will of all society. The address was referred to a committee composed of J. Allen Rice, Henry Canning and Freeman H. Butler.

A FLOURISHING MEMBERSHIP LIST.

Secretary Guerin reported a membership of 756; subsequently 55 new members were elected. Mr. Guerin stated that every town in the State possessing more than three druggists was now affiliated with the N. A. R. D. Treasurer Nichols reported a balance of \$2,632.25; the permanent fund is now \$1,024. The reports of directors, trustees of the permanent fund, Executive Committee, Trade Interests and Congressional Legislation committees, and Committee of Fifteen, were received and accepted. The latter committee reported that one of the association's nominees had been placed on the Board of Pharmacy, but that the attempt to have a druggist selected for membership on the Board of Health had not met with success. The legislative agent, William W. Bartlet, spoke at length explaining his work during the past year. Senator William J. Bullock reported for the N. A. R. D. delegation which attended the Washington convention. The N. A. R. D. was ably supported by the speaker, and the association adopted his recommendations. In

the evening Samuel Hilton Bravo delivered an illustrated lecture on Jamaica, which was followed by refreshments and dancing.

METHODS OF PHARMACOPŒIA REVISION CRITICISED.

At Wednesday's session following the report of the Committee on Trade Interests Henry D. Smith, of Middlesboro, read a paper prepared by William F. Sawyer, of Boston, criticising the present methods of preparing the Pharmacopœia and containing suggested changes. Dr. Julian W. Baird presented a paper on Adulterations and Sophistications, the same being a resume of the work of the senior students at the M. C. P. Henry Canning reported for the delegates attending the last W. W. D. A., and the report was accepted. The Committee on President's Address then reported favorably upon all of the recommendations. The report also covered important business, resolutions and N. A. R. D. matters; its was accepted and adopted.

The secretary was directed to telegraph the Miles Medical Company and Secretary Wooten that the association unanimously voted its support to the N. A. R. D. and the contract plan. L. J. Heinritz's report on his visit to the Connecticut P. A. was read by Secretary Guerin. Col. John W. Lowe, of the last named association, was introduced and given the privilege of



JAS. F. GUERIN,
Secretary of the Massachusetts Association.

the floor. Freeman H. Butler and Samuel A. D. Sheppard spoke for the A. Ph. A. The Brockton delegation, through L. T. Adams, complained of the work of the N. A. R. D. in his city and against Organizer Hoffman. Dr. Hoffman was present and replied to the charges and explained that he had accomplished all that he had been directed to do in that city. The secretary was finally directed to communicate with the secretary of the N. A. R. D. concerning the situation in both Brockton and Salem.

NOMINATIONS TO THE STATE BOARD.

The report of Committee on Nominations for the State Board of Pharmacy was next received. The committee placed in nomination Dr. L. A. Lamson, of Hopedale; P. B. Moriarty, of Worcester, and Frank I. Pierson, of Leominster. The latter's name was subsequently withdrawn and the name of Levi M. Snow, of Fairhaven, substituted. After an exciting discussion it was decided to have nominations made from the floor, and the following additions were made to the above list: C. L. Davis, Newburyport; John Larrabee and Edwin Baker, Shelburne Falls. Mr. Baker's name was subsequently withdrawn because he was in the same councillor district with Henry Adams, one of the present members of the board. The balloting went over to the afternoon meeting and resulted in the selection of Levi M. Snow, of Fairhaven; P. B. Moriarty, of Worcester, and Dr. L. A. Lamson, of Hopedale.

THE NEW OFFICERS.

The election of officers came next, two tickets being placed in nomination. The voting resulted in the selection of Prof. Elie H. La Pierre, Ph.G., for president; P. J. McCormick, of Charlestown, for first vice-president; Charles F. Ripley, of Taunton, for second vice-president, and C. H. Packard, Ph.G., for third vice-president. On motion of Dr. Lamson, the opposition candidate, Prof. La Pierre's nomination was made unanimous. Secretary James F. Guerin and Treasurer Thomas B. Nichols were unanimously re-elected. The following were chosen Committee on Permanent Fund: Henry Canning, Boston; Fred. R. Mole, Adams, and J. F. Whitney, Great Barrington.

IN FAVOR OF THE MANN BILL.

Senator Bullock, for the Congressional Committee of the N. A. R. D., requested the members to sign petitions addressed to the Bay State Senators at Washington relative to the Mann bill. The by-laws were amended so that in the future new members will be elected before the election of officers is considered. A committee was appointed to report on the advisability of connection with the State Board of Trade.

THE ENTERTAINMENT.

The reception and banquet were the features of the evening. These functions were attended by many of the lady friends of the members. All of those present took advantage of the opportunity to meet Governor Bates and President and Mrs. Flynn and then the line of march was taken to the dining hall. After disposing of the many good things provided President Flynn began the speech making with an interesting account of the aims and achievements of the association. He then called upon His Excellency, Gov. John L. Bates, who was greeted with cheers. Governor Bates delivered one of his crisp addresses, during which he was heartily applauded. He was followed by Hon. Gorham D. Gilman, Senator William J. Bullock, William D. Wheeler, Ph.G., president of the M. C. P.; George M. Hoyt, Ph.G., president of the Board of Pharmacy, Henry Canning, and William W. Bartlet, Ph.G. During the evening there were selections by the Atlantic Orchestra, singing by Mrs. Margaretta Logan Blake and readings by La Rue Vredenburg.

TO AFFILIATE WITH THE STATE BOARD OF TRADE.

The closing session was held on Thursday morning. It was voted to affiliate with the State Board of Trade, and the following were elected delegates: Henry Canning, of Boston, for one year; Albert E. Lerche, of Springfield, for two years, and William D. Wheeler, Ph.G., of Boston, for three years. The latter was designated as vice-president of the board. George F. Kellogg, of the Eastern Drug Company, briefly addressed the gathering as the representative of the N. W. D. A. The secretary was directed to reply to telegrams of the Maine and Kentucky associations. L. J. Heinritz, of Holyoke, made a strong plea for the N. A. R. D. A vote of thanks was adopted to the following firms for contributions to the entertainment fund: Russell Bros., J. Middleby, jr., Corporation, Eastern Drug Company, Gilman Bros., Carter, Carter & Meigs, E. L. Patch Company, Moxie Nerve Food Company, McGreenery & Manning and Alles & Fisher, all of Boston, and Chisholm Bros., Portland, Maine. The convention was closed with the installation of new officers, Fred. W. Hubbard, of Newton, officiating as master of ceremonies. The members of the association were then taken on a drive to Cohasset.

The Maine Association.

The Maine Pharmaceutical Association celebrated its thirty-sixth anniversary at Portland June 21 with a most successful annual convention, a large number of new members being admitted and much important business transacted. The officers for the coming year are president, G. R. Wiley, Bethel; vice-presidents, A. W. Meserve, Kennebunk; J. Williamson, Portland; O. W. Jones, Auburn; secretary, M. L. Porter, Danforth; treasurer, Walter I. Drew, Portland.

The retiring president, F. T. Crane, was elected delegate to the National Association of Retail Druggists meeting in St. Louis in October, and agreed upon the following six names to be presented to the Governor of the State from which list he is to select one for appointment as Commissioner of Pharmacy

to fill the vacancy caused by the ending of the term of F. H. Wilson, Brunswick; F. H. Wilson, of Brunswick; F. C. Cox, of Bath; F. W. Bucknam, of Skowhegan; Harry McClearn, of Boothbay; H. L. Simpson, of Waterville, and J. A. Broe, of Portland.

As the last five will withdraw from the contest in favor of a second term for Mr. Wilson, the commission will probably stand C. H. Davis, of Bangor; Joseph H. Young, of Augusta, and F. H. Wilson, of Brunswick.

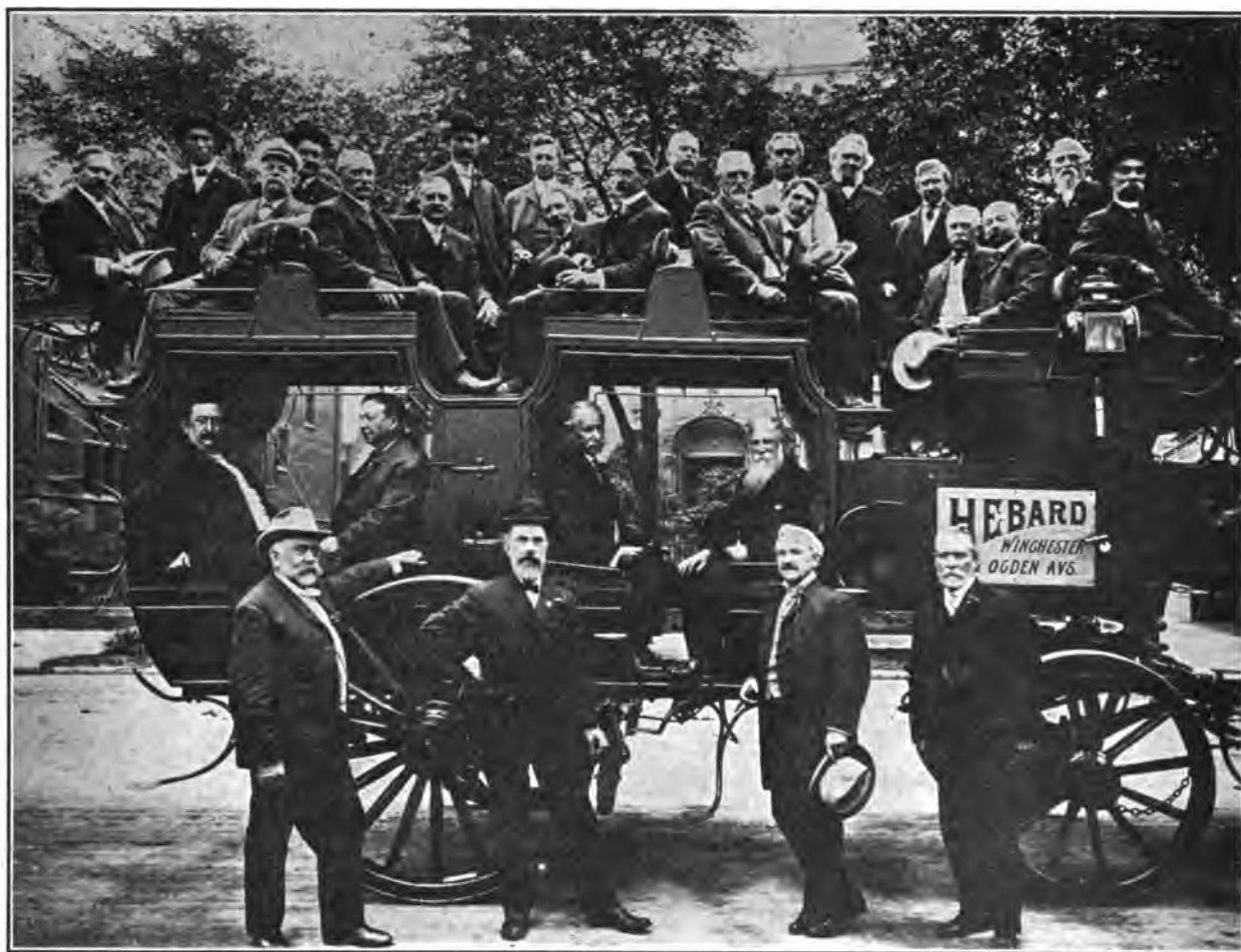
H. L. Scammon, of Danforth, was awarded a prize of \$10 for his paper on the question, Which Offers the Greatest Inducement to the Young Pharmacist: City or Country Village? while a prize of \$15 was awarded C. H. Noyes, of Houlton, for

Our Profession, Dr. Allard Memminger, of Charleston.
Our Drug Travelers, R. H. Bond, of Baltimore.
Our Women, H. L. Erckmann, of Charleston.

The Chicago Veterans' Association.

The Chicago Veteran Druggists' Association is one of the most interesting organizations to be found in the city by the Great Lakes. It was founded by Thomas N. Jamieson and might well be called the senate of the Chicago drug trade. The accompanying illustration was made from a photograph taken at the recent meeting, the big coach standing on the Lake Shore Drive at the time. The following appear in the picture:

G. Bartells, W. Baxter, G. P. Engelhard, H. S. Maynard,



Coaching Party of the Chicago Veteran Druggists' Association.

his paper on Should the Pharmacist Eliminate the Evil of Counter Prescribing?

The South Carolina Association

The twenty-eighth annual meeting of this association was held on the Isle of Palms, Charleston, June 29 and 30. During the sessions 40 new members were added to the role. The election of officers resulted as follows:

President, J. C. Mace, of Marion; first vice-president, O. A. Matthews, of Georgetown; second vice-president, J. G. De Lorme, of Sumter; secretary and treasurer, Frank M. Smith, of Charleston.

Mr. De Lorme was elected the new member of the Examining Board.

The association will meet next year at the White Stone Lithia Springs, S. C. At the close of the sessions an elaborate programme of athletic feats was gone through with, a number of prizes being awarded. The annual banquet of the society was held on the evening of June 29 and 30 in the entertainment hall of the Commercial Club Building. The toasts and responses were as follows:

Our Association, O. E. Thomas, of Columbia.

Our College, Dr. Edward S. Burnham, of Charleston.

H. Weber, H. Biroth, J. Blocki, Th. Braun, Gale Blocki (guest), A. E. Ebert, W. K. Forsyth, I. Fry, E. O. Gale, W. Gale, C. Grassley, W. Bodemann, O. Hottinger, J. Jacobus, T. N. Jamieson, W. Jauncey, T. H. Patterson, F. M. Schmidt, A. Scherer, F. J. Schroeder, L. Woltersdorf, Frank Smith (guest).

The veterans have an outing every summer at which they are always the guests of Mr. Jamieson. The founder is no longer a druggist. He is now naval officer at the Port of Chicago, but he keeps up the old associations.

The Minnesota Association.

The Minnesota Pharmaceutical Association concluded a successful three days' convention at Winona on June 23, by the election of the following officers:

President, A. C. Le Richeux, Duluth; vice-presidents, R. H. Goodrich, Anoka; Philip G. Heintz, Rochester, and Martin Moliter, St. Cloud; secretary, Theo. F. Leeb, Winona; treasurer, A. A. Campbell, St. Paul; Executive Committee, John F. Danek, Charles Huhn, Minneapolis; Herman Rietzke, St. Paul.

Recommended to Governor S. R. Van San for appointment on the State Pharmacy Board—C. T. Heller, Minneapolis; S.

H. Reeves, St. Paul; A. J. Kline, Minneapolis; A. C. Le Richeux, Duluth, and A. J. Eckstein, New Ulm.

The American Chemical Society.

The thirtieth general meeting of the American Chemical Society was held at Providence, R. I., from June 21 to 23. Among the papers presented which have more or less pharmaceutical interest were: Metallic and Other Salts of Eugenol, by G. B. Frankforter, and Determination of Sulphur and Phosphorus in Food, Faeces and Urine, by J. A. Leclerc and W. E. Dubois. Dr. Harvey W. Wiley, Chief of the Bureau of Chemistry, Department of Agriculture, read a paper on the Effects of Preservatives of Metabolism, in which he gave the results of the experiments on the use of boric acid and borax, which had been carried out in the department during the past year. As was noted in our last number, the results of these experiments are averse to the use of these preservatives.

Oklahoma and Indian Territory Associations.

Tulsa, I. T., May 13.—The pharmaceutical associations of Oklahoma and Indian Territory, in session here the last three days, elected officers for the ensuing year to-day. The officers for the Indian Territory are: President, E. D. W. Shannanan, Vinita; first vice-president, W. O. Strother, Tulsa; secretary and treasurer, H. D. Knisley, Checotah. The place of meeting next year is South McAlester. The Oklahoma society elected J. M. Remington, of Shawnee, president; A. B. Clark, Watonga, first vice-president, and F. M. Weaver, of Oklahoma City, secretary and treasurer. Next year's meeting will be held at Shawnee.

THE SOCIETY OF CHEMICAL INDUSTRY.

Elaborate Programme of Entertainment—Itinerary of the Trip to St. Louis—100 Foreign Guests Expected.

The Committee of Arrangements for the annual general meeting of the Society of Chemical Industry, which is to take place in New York City during the week beginning September 7, announces that the programme for the week in New York is as follows:

Wednesday, September 7, at 9 p.m., at the Chemists' Club, 108 West Fifty-fifth street. Informal reception. Greeting our guests. Admission by card only.

Thursday, September 8, at 10 a.m., at Havemeyer Hall, Columbia University, Morningside Heights. Council meeting. 10.30 a.m., Gymnasium of Columbia University. General meeting. Address by Sir William Ramsey. Admission by card only. 1.00 p.m., Claremont, Riverside Park and 126th street. (Walking distance from the university, carriages for those who prefer to ride.) Luncheon. Price of tickets, \$2.00. 2.30 p.m., automobile ride through the upper part of the city. Price of ticket, 80 cents. 7.30 p.m., Waldorf-Astoria, Fifth avenue and Thirty-fourth street. Annual dinner. Price of ticket, \$5, including wine. (This charge covers only part of the expense; the balance is met by an appropriation from the entertainment fund.)

Friday, September 9. Visits to manufacturing establishments and places of interest. 8.30 p.m., Majestic Hotel, Central Park West and Seventy-second street. Roof-garden reception, if the weather is favorable. Price of ticket, \$1.

Saturday, September 10. Visits to manufacturing establishments and places of interest. 8.30 p.m., at Liederkreis Hall, 111-119 East Fifty-eighth street. Smoker and vaudeville entertainment. Price of ticket, \$1.50.

Sunday, September 11. Excursion up the Hudson River. Steamer will leave foot of West Thirty-fifth street at 9.30 a.m. sharp. Dinner on board the steamer. Price of ticket, including dinner and wine, \$3.

A number of the leading manufacturing establishments in and around New York City have extended invitations to the members to visit their factories. The Hotel Seville, at Madison avenue and Twenty-ninth street, has been selected as the headquarters for the society in New York City.

THE ITINERARY OF THE TRIP TO ST. LOUIS.

Following is the itinerary of the trip to St. Louis, which is to be taken after the meeting:

Monday, September 12, Philadelphia, Pa.; Tuesday, 13th, and Wednesday, 14th, Washington, D. C.; Thursday, 15th, Friday, 16th, and Saturday, 17th, Pittsburgh, Pa.; Sunday, 18th, Monday, 19th, Tuesday, 20th, Wednesday, 21st, Thursday, 22d, St. Louis, Mo.; Friday, 23d, Saturday, 24th, and Sunday, 25th, Chicago, Ill.; Monday, 26th, Detroit, Mich.; Tuesday, 27th, and Wednesday, 28th, Buffalo and Niagara Falls; Thursday, 29th, Boston, Mass.; Friday, 30th, Boston or New York.

The date for the meeting and for the tour has been selected by the society with the object of affording the members an opportunity to attend the international congresses in St. Louis during the week beginning Monday, September 19.

Only a limited number of American members can be accommodated on the special train carrying the guests, but if there are enough applications the party may travel in two sections. It is requested that those desiring to take part in the excursion forward their names and checks as soon as possible. Should there be more applicants than accommodations, those making earliest application will be given the preference.

It is estimated that the entire actual expense of hotels, meals and railroad accommodation will not exceed \$200, \$95 being the charge for railroad fare and sleeping-car accommodation. The expense after leaving New York will be principally for hotels and meals en route, but the amount of this cannot be accurately given at present.

Over 80 (67 gentlemen and 14 ladies) from abroad have signified their intention of accepting the invitation of the New York Section. This list is being added to from time to time, and it is hoped the final number will be not less than 100.

THE KENTUCKY ASSOCIATION.

The twenty-seventh annual meeting of the Kentucky Pharmaceutical Association was held at Mammoth Cave, June 21 to 24, and was attended by about 75 members, many of whom brought their wives and daughters with them, making a total attendance of about 150.

The reports of the various committees indicated a gratifying condition of association affairs. The discussions were spirited and interesting throughout. The special committee appointed at the last meeting to consider the advisability of attempting to organize a druggists' mutual fire insurance company, reported that such a movement was practically impossible on account of certain provisions in the insurance laws. The committee was discharged.

An interesting and elaborate programme of entertainment was successfully carried out.

The following papers were submitted:

Java Cinchonas, by B. M. Overton; What a Druggist Should Know in Emergency Cases, by Addison Dimmitt; Suggestions for Making Drug Stores More Attractive, by W. H. Watson; The Injustice of Some of Our Patent Laws, by S. N. Jones; Our Pharmacy Law, by Addison Dimmitt; Self Dispensing by the Physician from a Pharmacist's Standpoint, by Addison Dimmitt; Counter Prescribing, Its Advantages, If Any, and Its Disadvantages, by E. H. Meyer; Quality the First Consideration, by C. S. Porter.

Resolutions were adopted renewing affiliation with and endorsing the work of the N. A. R. D.

A strong special committee was appointed to devise ways and means of increasing the membership of the association. This work promises to be prosecuted with much vigor during the coming year.

The following officers were elected:

President, R. C. Stockton, Richmond; first vice-president, G. T. Wilson, Bowling Green; second vice-president, E. B. Walthall, Horse Cave; secretary, J. W. Gayle, Frankfort; treasurer, V. Driskeil, Ghent; chairman Executive Committee, J. W. Fowler, Louisville.

The next annual meeting will be held the third Thursday in June, 1905, the place to be selected by the Executive Committee.

The West Virginia Board.

The West Virginia Board of Pharmacy met at the Hotel Waldo at Clarksburg, on May 11. Thirty-two applicants were examined, 28 being successful, as follows:

D. S. Sullivan, Elkins, W. Va.; G. W. Dankworth and M. A. Wallace, Bellaire, Ohio; A. R. Corbitt and R. L. Finlayson, Sistersville; J. W. Sutherland, St. Albans; Thomas A. Gonder, Newburg; F. J. Dent, Morgantown; John C. Thomas, Manchester, Ohio; W. J. Wingerter, Harry L. Myers and C. B. Disque, Wheeling; J. W. Hutchinson, Alderson; B. A. Owen, Greenville; W. W. Gray, Littleton; S. W. Parker, Martin's Ferry, Ohio; R. C. McCoy, Buffalo; J. L. McFadden, New Cumberland; S. C. Rogers, Big Bend; R. G. Bickel and Wade H. Betts, Grafton; Orville Harrison, Keystone; I. C. Gibson, Valley Point; M. U. McIntyre, Smithfield; Jas. K. Ford and Chas. F. Martin, Fairmont.

The following officers were elected: President, F. B. Haymaker, Clarksburg; vice-president, E. L. Love, Grafton; secretary and treasurer, Alfred Walker, Sutton, who was re-appointed to membership in board for four years from April 1. The time and place of next meeting has not yet been fixed.

LONDON LETTER.

The Trend of Events in British Pharmacy—The Growth of Company-Pharmacy—New Members of the Council—The "Tabloid" Trade-Mark Case.

(Special correspondence of the American Druggist.)

LONDON, June 24.

The general tendency of pharmaceutical affairs in the British Isles is toward a crisis. The crisis has been long delayed, owing principally, it would appear, to the fatal policy of *laissez faire*, so long practiced by the Council of the Pharmaceutical Society of Great Britain. The Council has supreme control of the examination and registration of all British pharmacists, and the Council is likewise responsible for the carrying out of the Pharmacy laws and for initiating any legislative changes that may be desirable. For a period of about 15 years this Council was practically a one-man concern. It was ruled despotically by the masterful Michael Carteighe, a pharmacist of considerable ability, and having a wide experience and knowledge of pharmaceutical affairs. During his reign the development of what is termed the "company-evil" was allowed to progress unchecked.

A decision in the High Courts of Judicature in 1880 settled the question that corporations may keep open shop for the sale of poisons and may use the title of "chemists" or "chemists and druggists." The result of that decision was the abnormal growth of company-pharmacy and "unqualified" trading. As the law at present stands a drysalter, ollshopkeeper, or even bricklayer for the matter of that may by associating with six other bricklayers form a limited-liability company and trade as a chemist. The only legal restriction left after the decision was that the scheduled poisons must be sold by a qualified person.

Obviously fresh legislation was indicated directly a decision so adverse to the interests of registered chemists was given, but the years passed and nothing was done. Meanwhile—some six years ago—the Pharmaceutical Council, in an endeavor to popularize the society among registered chemists, resolved to make all "chemists and druggists" (or men who had passed the "Minor" or qualifying examination) eligible for election to the Pharmaceutical Council. That "privilege" had previously been reserved for "pharmaceutical chemists" only (or such as had passed the Society's "Major" examination). The result was an immediate influx of "new blood" in the Council, and the beginning of the decline of Carteighe's absolute sway. The most notable of the new Councillors, since elected, are William S. Glyn-Jones and Alfred C. Wootton, both men of strong individualities and of conspicuous ability. The new Councillors at once set themselves to upset the lethargy and repair the lapses of former years and to such good effect that a bill is at present before Parliament, having for its object the bringing of corporations within the Pharmacy acts. One clause would make it a *sine qua non* that every director of a limited company trading as "chemists" should be a registered chemist.

This proposal has caused a terrific commotion in the ranks of the capitalist. The large departmental stores, such as the "Army and Navy" and the "Civil Service" have large drug departments. Naturally the gilded personages who are directors of these concerns are too big to be qualified chemists. Moreover, company-pharmacy has obtained a considerable hold; there is much money invested. One farseeing cabinet maker who started a drug store in a small way some 15 years ago is now managing director of several companies, owning nearly 300 drug stores throughout the country. Thus the "company-chemists" have money and considerable Parliamentary influence, and the bill has already been "blocked" in the House of Commons by no fewer than seven motions. But the new men who have made the effete Council hustle in spite of them-

selves are astute. They have succeeded in interesting not only many members of Parliament in the measure, but what is more important they have fired the enthusiasm of pharmacists throughout the country on this particular point to such an extent that the trade is almost consolidated—a thing hitherto unknown in British pharmacy. Thus a crisis is at hand, but the end is not yet.

The pharmaceutical elections have just been decided, and two new Councillors have been elected. Both are practically unknown men, but both are pledged to the principles of the bill up to the hilt. William H. Gibson, of Brighton, succeeds Charles B. Allen, of London (a vice-president for some years and who did not seek re-election), and Octavius Corder (an old stager) is replaced by a virile Welshman, Albert Hagon, of Cardiff. How far these new men will affect the progress of events it is difficult to say, but both are men of affairs and imbued with the spirit of progress.

It is rumored that we have not yet heard the last of the "Tabloid" trade-mark case. Careful readers of the AMERICAN DRUGGIST will recall the fact that Burroughs, Wellcome & Co., the owners of the mark, sought an injunction in the High Courts to restrain Thompson & Capper, a firm of Manchester homœopathic chemists, from passing off their own goods as "tabloids." This the defendants denied, and retaliated by asking the Court to strike the word "tabloid" off the Register of Trade-Marks, contending that "tabloid" was a descriptive word and ought never to have been registered. Justice Byrne (since deceased) found for the owners of the mark on all points and dismissed the "striking-off" motion. The defendants appealed on the question of the validity of the mark, and the Court of Appeal upheld the decision of the lower Court, though with obvious reluctance. The appeal will now, it is understood, be carried to the House of Lords, and there is likely to be an appeal also against the injunction granted by the late Justice Byrne. The case has created a tremendous amount of interest among chemists throughout the country, especially as the owners of the mark had raised some feeling against themselves prior to the first hearing of the case.

The International Pharmaceutical, Hygienic and Sanitary Exposition.

An international exposition will be held at Paris from August 1 to November 1 of this year, comprising exhibits of life-saving apparatus, health, fishing, sports, medicine, first aid to the injured, industrial arts and social economy. It is under the official patronage of the various French Ministers and the chambers of commerce.

This will afford an excellent opportunity for American manufacturers to introduce their goods to the notice of possible consumers in Europe. The majority of American remedies and surgical instruments and appliances are not known to French physicians, and there are, no doubt, many things which could be exhibited with advantage on this occasion, and if properly exhibited their exhibition would result in future business.

A French correspondent writes us that as far as he is aware only one American firm has signified its intention to exhibit on this occasion. The opportunity is too good a one to be wasted, and it is to be hoped that many manufacturers of pharmaceutical products, and more particularly of surgical appliances and dressings, will be well represented in this exposition.

A good many American pharmaceutical products are marketed through London and accepted in France as being English and not American. This condition of affairs is, of course, not very favorable to the development of American industry.

American manufacturers who contemplate the possibility of exhibiting at this exposition should be sure to have an ample supply of descriptive literature in French, as otherwise their efforts will be practically wasted, as comparatively few of the visitors will be able to read English.

Particulars regarding the proposed exposition, which is to be held in the Grand Palais, Champs Elysées, may be obtained by addressing Mr. Girard, 31 Rue St. Lazare, Paris.

Theodore Welcker Retires from Merck & Co.

On June 30 announcement was made to the public that by mutual agreement Theodore Welcker had retired from the firm of Merck & Co., which would hereafter be conducted under the same name by George Merck, who, together with Theodore Welcker, had constituted the firm of Merck & Co. This announcement was received with surprise and regret throughout the entire drug trade, for Mr. Welcker had been such an active figure in the drug and chemical field ever since his first arrival in this country as the sole representative for the United States for the firm of E. Merck, of Darmstadt, and later as partner, that his connection with the firm was looked upon as being absolutely permanent. Mr. Welcker announces, however, that he by no means proposes to relinquish the intimate and cordial trade connections established by him during the past 18 years and proposes to re-establish himself in New York City under



THEODORE WEICKER.

the name of the Theodore Welcker Company as a manufacturer and importer of chemicals and drugs. For the present Mr. Welcker will be at his country residence, Prospect Manor, Stamford, Conn., but toward the latter part of this month will sail for Europe, where he will complete arrangements for connections with the best European houses. While in Europe telegrams and letters may be addressed to him care of the Deutsche Bank, Berlin. He expects to return to the United States in the spring of 1905 and will proceed to open the new establishment, which he expects to have complete in every detail.

Mr. Welcker is one of the most interesting and striking personalities in the drug trade of this city. His European training has given him a breadth and a thoroughness which are somewhat rare in commercial life. In addition to this he is a man of marked literary ability and of discriminating tastes, both in literature and in art. His unfailing courtesy alike to equal and subordinate have given him a very widespread personal popularity. He is bold and original in his methods and fertile in expedient and of untiring energy. All these factors, together with his long and intimate knowledge of the special field of work in which he is engaged, will undoubtedly make a success of his new venture, in which he will have ample capital at his command. Certain it is that in his new relations he carries with him the cordial good will of the leading members of the drug trade of the United States.

Mr. Bok Apologizes to Dr. Pierce.

Our readers will recall that Edward Bok, editor of the *Ladies' Home Journal*, devoted a considerable portion of the editorial space in his May number to an attack against proprietary preparations under the title, "The Patent Medicine Curse." In taking Mr. Bok to task on the subject, we stated that we had found that on examining a bottle of Dr. Pierce's Favorite Prescription, purchased in open market, that it contained none of the deleterious ingredients ascribed to it in Mr. Bok's article, save a negligible trace of alcohol, which was, no doubt, due to some slight decomposition of vegetable matter.

As our readers have already been informed, Dr. Pierce immediately instituted suit against Mr. Bok and the publishers of the *Ladies' Home Journal* for damages resulting from publication of the article in question. In the July number of the *Ladies' Home Journal* Mr. Bok makes an ample, full and, to his credit, be it said, a manly retraction of the statements made in the May number, reading as follows:

In the May number of the *Ladies' Home Journal* we published, in the article entitled "The 'Patent-Medicine' Curse," an analysis of "Dr. Pierce's Favorite Prescription," in which that preparation was represented as containing, among other ingredients, tincture of digitalis, tincture of opium and alcohol. Immediately upon publication of the number a suit for damages was instituted by the R. V. Pierce Medical Company, of Buffalo, N. Y., proprietors of the preparation in question, against the Curtis Publishing Company, based upon the claim that none of the three ingredients was contained in the medicine.

When we were securing the data for the editorial in question we sought the aid of the State Board of Health of Massachusetts for the reason that that Commonwealth has for years made a specialty of instituting official analyses of many of the "patent medicines" currently sold in the market. Thereupon, Dr. Samuel W. Abbott, secretary of that board, furnished us with the analysis in question as the most authoritative analysis of the "Favorite Prescription" ever made, being the work of Professor Hager, one of the foremost chemists in the world, and, for a long time, chemist to the German Government at Berlin. This analysis had long been accepted, we were told by medical boards, physicians and chemists all over the world as authoritative. We, naturally, had not the slightest reason to question such an analysis.

Upon the filing of the suit, we, of course, immediately looked into the published analysis. It appears that this particular analysis had been made, if made at all, fully twenty-five years ago. We, thereupon, employed three leading chemists in different cities to make an analysis of the preparation from bottles bought in the open market. These analyses, one and all, now show to us conclusively that not a single one of the ingredients mentioned by us in the analysis quoted—that is, either digitalis, opium or alcohol—was contained in the bottles analyzed. We then—the president of this company and the writer—personally visited the R. V. Pierce Medical Company, at Buffalo, and were there convinced that the officers of the company were absolutely truthful in their claim that not one of these injurious ingredients was contained in "Dr. Pierce's Favorite Prescription." Naturally, since the analysis we printed has been proved erroneous, the deductions made in connection with this preparation were unwarranted and unfounded.

Under these circumstances it is now perfectly plain to us that this magazine was unintentionally, but nevertheless absolutely misled in making the original statement, and we hereby, of our own volition, make this unqualified acknowledgment of our mistake to the R. V. Pierce Medical Company and to our readers.

The mistake was honestly made, but it was a mistake.

Registered in Massachusetts.

During May the Massachusetts Board of Pharmacy held five examinations and granted certificates to the following candidates, the majority of whom were M. C. P. students: Leonide A. Auger, Fall River; Elwin F. Hatch, Newmarket, N. H.; Dennis L. Hennessy, Gloucester; Thomas F. Morris, Great Barrington; Frank R. Weeks, Lowell, Mass.; Patrick J. Conboy, South Boston; Perley G. Anderson, Westbrook, Me.; Edgar E. Berry, Boston; Frank L. Tripp, Fall River; Joseph N. Clark, Boston; John H. Gardella, Natick; Olivier Giguere, New Bedford; Arthur P. Jenkins, Northampton; Charles E. Macomber, Jr., Fall River; Charles E. McMurray, Boston; Jerome A. Morin, Boston; Harry Dow, Boston; Maurice F. Fitzgerald, Cambridge; Leonard E. Hubbard, Boston.

It was voted by the board not to use the new Pharmacopoeia in examination until the expiration of six months after its issue.

A feature of the month's work was the visit, upon invitation, of the members of the Connecticut Board of Pharmacy. This included President Kimball, Treasurer Ellsbree and Secretary Mix. The visit was made during one of the examination periods, and the methods, equipment and quarters of the local board were thoroughly inspected. As a finale the visitors were entertained at lunch by President Hoyt, Secretary Nixon and Messrs. Sawyer and Hubbard. The visitors were delighted with their trip.

THE COLLEGE HOUSE.

A New Feature in College Life for Pharmacy Students—The Experiment in Philadelphia a Success—A New and Larger House.

With the development of colleges and universities there has arisen a need for the protection of students by improving their environment, surrounding them with the comforts of home and strengthening their characters by providing means for the closer association of kindred and congenial spirits. Lasting friendships are formed during college life. When a college is located in a large city it can easily be seen that young men from a distance, finding themselves suddenly thrown upon their own resources, yield to the fascinations of city life, which is



The New College House of the Philadelphia College of Pharmacy.

new to them, and many find themselves confronted with grave dangers.

A College House is no longer an experiment. The Lucas mansion, 1913 Arch street, which was leased in 1903, was sold in April, 1904, and it became necessary to immediately secure other quarters. A generous friend of the college (William Weightman) has made it possible, by purchase, for the College House Association to secure control of "The Hadleigh," situated at 112 North Eighteenth street, a finely equipped apartment house, larger than the Lucas mansion, and fitted with all modern conveniences—bathrooms, steam heaters, parlor, reception room, toilet rooms, dining rooms and accommodations for 60 students.

The great success of the College House in the first year has warranted this enlargement of the facilities for housing comfortably a larger number of students than before, and developing this feature of college life, which has improved greatly the standing of the students in their work, and provided a means of sharpening their faculties through daily contact with each other. One of the assistant professors will reside in the house, as was the case last year, extending aid to the students, if necessary, and those who desire to attend the simple religious

services held every Sunday morning will be afforded such opportunity.

The new location is one and a half squares nearer the college than the old house, and is everything that can be desired, with an open outlook in the rear. Plenty of ventilation is provided. A nominal board is charged each student, which is less than poorer accommodations elsewhere would cost.

Present and prospective students should communicate at once with E. Fullerton Cook, P. D., 145 North Tenth street, Philadelphia, and rooms may be engaged now and assignments made as soon as the house is ready for the reception of guests. Two trolley lines running on Arch street and one on Eighteenth street furnish excellent means of communication with all parts of the city.

The Cut Rate Situation in Chicago.

Chas. H. McConnell, president of the Economical Drug Company, of Chicago, in his capacity of chief of staff of General Black, commander-in-chief of the Grand Army of the Republic, has devoted a great portion of his time during the past year to the affairs of that organization. During one week recently he accompanied the commander in attendance upon meetings in Indianapolis, Grand Rapids, Rochester and Asbury Park, making a very strenuous week of it. After leaving Asbury Park, Mr. McConnell made a flying visit to New York, and while in this city favored us with the following interview. On speaking to Mr. McConnell regarding the death of Charles Netcher, owner of the "Boston" store, and its possible effect upon the situation in Chicago, he said:

"Mr. Netcher was probably the most independent, most aggressive, and the most dominating character in commercial life in Chicago. He lived, and has always lived, solely for business. When he first entered the Boston store he slept under the counter, so as to be the last to leave and the first to arrive at business, and kept this up, it is said, until he was made manager of the business of which he finally became the sole owner. He boasted that he had worked for 18 hours a day for over 30 years, and this, no doubt, accounts for his death at the comparatively early age of 52. Everything that Mr. Netcher touched seemed to turn into money. Even in death he made a good investment, for he took out a life insurance policy for \$500,000 about a year ago, and in dying just now has realized upon \$500,000 on an investment of one premium of about \$19,000. When he was examined for this policy he was pronounced to be in the best of health, and was certainly most robust in appearance; but after successfully undergoing an operation for appendicitis, he died suddenly without apparent cause, though a post mortem examination proved the presence of fatty degeneration of the heart.

"Mr. Netcher always acted alone. He declined to make terms with any individuals or groups. He would not meet or cooperate with any of his competitors in business in any direction whatever. It was his boast that he ran his business in absolute independence of any affiliations, agreements or associations, and he was probably the greatest single factor in preventing the agreement upon a schedule of prices on proprietary preparations in Chicago. He probably did the largest retail business in proprietary preparations of any firm in the United States, his sales amounting to over \$350,000 a year, although his drug department was in the fifth story of a ramshackle, crowded building, ill provided with elevator service. After several months of hard work the Washington Province Committee succeeded about three months ago in getting up a schedule of prices at an advance of 5 cents on a few, I think 20 proprietary preparations, and even in these it was found necessary to allow Mr. Netcher a differential of 1 cent, in order to get him to agree to the schedule. You can readily imagine that the other department stores allowed this concession with rather ill grace, and that they did so at all shows how thoroughly convinced they were of the intractability of Mr. Netcher. Of course, it is impossible to tell what course will be pursued by the Boston store now that Mr. Netcher has died, but it is highly improbable that any individual other than an owner, and that owner a remarkably self-willed and powerful man, could prove

so powerful a factor in preventing any kind of price regulation, as was Mr. Netcher and I think it not at all improbable that you will hear of an improvement in the cut rate situation of Chicago in the near future."

CANADIAN NEWS.

Doctors Moving Against Proprietaries—Ontario Medical Council Takes Up the Fight—Wholesalers Elect Officers—Dr. Bullock's Charges Denied.

(From our Regular Correspondent.)

Toronto, Canada, July 5.—At the meeting of the Ontario Medical Council, held here on June 29, a committee, consisting of Drs. Bray, Moorehouse, King, Mearns, Brock, Campbell and Macdonald, was appointed to take into consideration the composition of the various patent medicines now on the market and report, with the view of laying before the Legislature the necessity in the interests of the public of having the formula of all such remedies printed on each package. Dr. Bray, who introduced the subject, spoke strongly as to the amount of alcohol contained in some of these medicines, which he stated ran from 15 to as high as 40 per cent. The opium and morphine found in some patent medicines, he said, was the cause of forming the opium habit, especially among women.

THE MASSACHUSETTS BOARD OF HEALTH REPORT QUOTED.

The committee on a later day reported to the effect that the large and increasing sale of proprietary medicines, including snuffs and cosmetics, and the unwarranted statements contained in the advertisements of the same, are sufficient reasons for memorializing the Dominion Government to enact a law making it compulsory to have displayed on each package the complete and correct formula of the ingredients, and making it a misdemeanor to state in any advertisement that the article is for the cure of any specific ailment which the ingredient as formulated does not warrant. The report goes on to state that the excessive amount of alcohol contained in the greater proportion of proprietary medicines is injurious to the health of the public and conducive to the development of the alcohol habit, and quotes from the report of the Massachusetts State Board of Health, No. 34, statistics obtained by the analysis of 61 separate tonics and bitters, showing that 54 of these contained an average of 22.5 per cent. alcohol, 27 of them having over 30 per cent.

The report was unanimously adopted. It is altogether probable, therefore, that a strong attempt will be made at an early day to procure legislation of the character indicated.

KINGSTON DRUGGISTS ORGANIZE.

The retail druggists of Kingston (Ont.) district met at that city on June 21 for the purpose of organizing an association to further trade interests. About 30 were in attendance. The following officers were elected: President, Edward Case, Picton; vice-president, T. B. Wallace, Napanee; secretary-treasurer, W. W. Gibson, Kingston; Executive Committee, F. R. Currie, Brockville; F. J. Hoag, Kingston, and J. S. McKeown, Belleville. A. L. Geen, of Belleville, delivered an address on the aims and objects of the Retail Merchants' Association of Canada, with which the organization is affiliated. W. B. Skinner, of Kingston, discussed the relationship of retail and wholesale druggists, and showed the necessity of their co-operating to prevent the evils of price cutting and overcompetition. N. C. Polson, of Kingston, presented the manufacturers' point of view. Other addresses and papers were given by W. H. Medley, Professor Martin, of the Royal Military College, and Dr. Platt. The local members of the trade hospitably entertained the visitors and a dinner was given at the British American Hotel.

WHOLESALE ERECT OFFICERS.

At the annual meeting of the Canadian Wholesale Druggists' Association, held at Montreal on June 9, officers were elected as follows: Honorary president, H. H. Lyman, Montreal; president, D. W. Bole, Winnipeg; vice-president, A. B. Evans, Montreal; second vice-president, C. W. Twilling, Hamilton;

third vice-president, S. McDiarmid, St. John; secretary, J. Matkinson, London; treasurer, W. E. Elliott, Toronto.

DR. BULLOCK'S CHARGES RESENTED.

The druggists of Toronto are highly indignant over a statement recently made at the meeting of the American Medical Association held in Atlantic City, N. J., by Dr. Frank Bullock, of Montreal, to the effect that "wood alcohol" was generally used in such articles as Jamaica ginger, essence of peppermint, lemon and cologne spirits, and have published a resolution declaring such a statement a direct reflection on the status of pharmacy and indignantly repudiating any knowledge of the use of wood alcohol in the preparations named, and suggesting that Dr. Bullock should lay his evidence before the proper authorities with a view to the punishment of the guilty parties.

MEMBERS OF THE PHARMACEUTICAL COUNCIL.

The following have been elected members of the Council of the Pharmaceutical Association of the Province of Quebec: S. Lachance, Henry R. Gray, Joseph Contant and Alex. B. J. Moore, all of Montreal; A. E. Duberger, Waterloo, and J. E. Dube, Quebec.

LONDON DIVISION MEETS.

The annual meeting of the retail druggists of Middlesex and Elgin counties, Ont., otherwise the London division of the Ontario College of Pharmacy, was held at London, Ont., on June 22, about 25 members being in attendance. A number of suggestive and interesting papers on pharmaceutical subjects were read, including papers by A. F. McLachlan, of St. Thomas, on tincture of opium; by E. W. Boyle, London, on the advisability of introducing lectures in the colleges on the commercial side of pharmacy, and by I. L. Walton, London, on the regulation of the sale of narcotics, which latter gave rise to a good deal of discussion. Addresses were also given by A. McCallum, London; J. F. Roberts, Parkhill, and W. B. Graham, Ridgetown. The following officers were elected: Honorary president, J. F. Roberts, Parkhill; president, C. McCallum, London; vice-president, E. C. Harvey, St. Thomas; secretary-treasurer, N. I. McDermid, London; Executive Committee, J. A. Cairncross, N. T. Strong, J. G. Struff and J. Callard, all of London; A. F. McLachlan, St. Thomas; W. H. Stepler, Strathroy, and J. L. Luckham, Glencoe.

Parke, Davis & Co., Win Adrenaline Suit in Brussels.

The Tribunal of Commerce, of Brussels, Belgium, has rendered a decision in favor of the defendants in the case of Comar & Cie vs. Parke, Davis & Co., of Detroit. The suit was brought by the plaintiffs to obtain a judgment, stating that the name "Adrenaline" was not the lawful copyright of the defendants, Parke, Davis & Co. The most important of the claims set up by the plaintiffs were that the word "Adrenaline" was a descriptive word; that the inventors had allowed their rights to lapse, and that the plaintiffs had deposited the word "Adrenaline" as a trade-mark at the International Bureau at Berne before the defendants. The court held, however, that none of these contentions was valid and gave judgment in favor of Parke, Davis & Co., the plaintiffs, Comar & Cie paying all the costs.

Graduates of the National College.

The following graduates received their degrees at the thirty-second annual commencement of the National College of Pharmacy, held in Washington on June 21:

Joseph Foster Allison, Isadore Baer Cohen, Frederick Young Donn, Wilbur Suddarth Hauer, Claude Edward Koss, John Joseph McLoone, Charles Cummings Read, Joseph Cromer Williams, James Bray Wingate, and Alfred Wollberg.

The valedictory address was made by John J. McLoone, after which the exercises were concluded with the benediction by Dr. Clark.

The members of the graduating class were later entertained at a banquet at the Shoreham by the Alumni Association of the National College of Pharmacy. J. S. Gallagher was chairman of the Banquet Committee and George D. Keane was toastmaster.

Greater New York News.

President S. A. Goldschmidt, of the Columbia Chemical Works, Brooklyn, has returned from a business trip to Europe.

R. A. Holcombe, of San Francisco, recently called on friends in the local chemical trade.

C. G. Euler, of Euler & Robeson, returned last Tuesday from Europe on the steamship Kaiser Wilhelm II.

H. T. Jarrett, of the Mallinckrodt Chemical Works, is spending his vacation in the Adirondacks.

Emil Levi, the American representative of Boehringer & Soehne, will sail to-morrow (Tuesday) on the Kaiser Wilhelm II for Europe.

After spending several months in this country calling on the chemical trade, Jan Dekker, of Amsterdam, Holland, has returned home.

Howard C. Banister, who has been making his annual trip to this country in the interest of the United Alkali Company, of Liverpool, sailed for Europe recently via Boston.

Lehn & Fink and others have instituted bankruptcy proceedings against Hans L. Petersen, of this city. The claims against the alleged bankrupt amount to about \$1,800.

The Troy Chemical Company, of Troy, N. Y., has been adjudged bankrupt by Judge Hazel, of the United States District Court.

Wm. Krueger, a steward on the North German Lloyd steamer "Blucher," is charged with smuggling drugs into the United States. The charge was brought by Frederick Morton, legal representative of the Farbenfabriken, of 40 Stone street.

A lively fire in the laboratory of J. J. Kline's drug store, Halsey street and Nostrand avenue, Brooklyn, caused a good deal of excitement in the fashionable apartments above Mr. Kline's store. The damage amounted to about \$500.

According to Secretary Swann there will probably be a small surplus over and above expenses of the State Pharmaceutical Association convention at Brighton Beach. Whatever surplus there is will be divided between the New York and Brooklyn colleges.

A report was current in codliver oil trade circles last week that the Scandinavian steamship Norge, recently wrecked on a Scottish reef, had in her cargo a large consignment of Norwegian codliver oil. According to the ship's manifest, however, there was no codliver oil in the cargo.

Among those who registered recently at the Drug Club were Conrad Best, of Philadelphia; W. B. Devereux, of Glenwood; Col. E. Reinhart, Nevada; C. G. Hofton, London; F. E. Reis, of St. Louis; S. G. Stevens, of Lynchburg, Va., and M. E. Duncan, of Nashville, Tenn.

At the last meeting of the New York Section of the American Chemical Society the following officers were elected: Chairman, W. J. Schieffelin; vice-chairman, F. D. Dodge; secretary-treasurer, F. H. Pough; Executive Committee, E. H. Miller, Wm. McMurtie, T. J. Parker and M. T. Bogert.

Frederic F. Mason, of Rigaud, Chapoteau & Co., Paris, who is one of the most popular members of the New York Drug Club, sailed recently for his beloved Paris, whence he will probably return in September, unless, indeed, he takes a tour through South Africa before returning. Mr. Mason is a confirmed globe trotter, having made a tour of the world half a dozen times.

The group picture of the members and visitors in attendance upon the Brighton Beach meeting of the New York State Pharmaceutical Association turned out well and copies are now on sale at the photographers, Pach Brothers, 985 Broadway, New York, at the price of \$1.50. The reproduction in this issue is something less than half the size of the original.

A. L. Beardsley, president of the Chicago Wire Chair Company, is among the passengers booked to sail from this port on next Tuesday, July 12. Mr. Beardsley proposes to visit London, Paris, Berlin and also Sweden and Norway, and will establish agencies for the products of his company in all the leading foreign capitals.

One of the respected women members of the New York State Pharmaceutical Association is Mrs. R. G. Rutherford, proprietor of the pharmacy at 180 Myrtle avenue, Brooklyn. She is a sweet, white-haired old lady, who is unfailing in her attendance upon the annual meetings of the association, and is usually accompanied by her daughter, Mrs. Chapman.

Frank A. Ruf, president and treasurer of the Antikamnia Chemical Company, sailed on Saturday, June 25, for Europe, and does not expect to return until September. Nearly every summer Mr. Ruf betakes himself to some distant clime where, to use his own expression, the air is more salubrious in summer than it is in St. Louis even during a world's fair season, when everything should be at its best—although it isn't.

Fritzsche Bros. have won their customs protest case against the assessment of duty on an importation of artificial oil of rose. The local customs appraiser returned the merchandise as a chemical compound dutiable at 25 per cent. ad valorem. The importers claimed it was entitled to entry free of duty under the paragraph providing for otto roses. The United States General Appraisers sustained the importers in their contention.

The Board of United States General Appraisers has sustained the customs protest of Merck & Co. on an importation of ichthyol. The merchandise was imported at this port July 24, 1897; duty was assessed thereon at 25 per cent. ad valorem. The importers claim it was entitled to free duty as ichthyol provided for in the tariff. As already stated, the board upheld the importers.

M. W. Becton, of Becton, Dickinson & Co., manufacturers of hypodermic syringes, clinical thermometers, etc., started out last week on a tour for the first time since the plant of the firm was practically destroyed by fire some three months ago. Their new plant is now in complete working order and all orders are being promptly filled. In fact, the only permanent result of the fire has been the installation of new and improved machinery.

Brooklyn druggists are warned against a sneak thief—a stout, smooth faced young man, aged about 26 years; height, 5 feet 10 inches; full, deep voice; very familiar in manner; calls at a drug store and presents a prescription to be filled. When the druggist gets behind his counter this man steals all he can safely get away with. Before the prescription is ready he calls to the druggist he is going to get a drink and will be back soon. This is the last seen of him.

At the semi-annual meeting of the New York State Board of Pharmacy, held in New York on Monday, June 27, Warren L. Bradt, of Albany, the secretary of the board, was the recipient of a gold watch and chain in recognition of valuable services in the cause of pharmacy rendered since he succeeded Sidney Faber, of New York, in his present office. The watch bore the following inscription engraved on the inside case: "Presented to Warren L. Bradt by the members of the New York State Board of Pharmacy in recognition of valuable services rendered in the cause of pharmacy, June 27, 1904." The back of the outside case of the watch bears Mr. Bradt's monogram.

The Prerequisite Clause to Go Into Effect.

Under an act passed at the last session of the Legislature, which takes effect on January 1, 1905, it will be necessary for all applicants for examination for registration to be graduates of a college of pharmacy which requires of matriculants not less than 12 regents' counts. The New York College of Pharmacy will therefore require 12 regents' counts of all students who matriculate on or after January 1, 1905. Such students as do not wish to take the regents' examination, must, therefore, matriculate prior to January 1. This is a very important fact which we commend to the consideration of all clerks who propose to go under examination later on. Even where a clerk is not in a position to complete his course in the immediate future, he might well consider the advisability of matriculating this fall. For full details regarding the college course address Thomas F. Main, Secretary, 115 West Sixty-eighth street, New York City.

THE BOARD OF PHARMACY ELECTION.

Criticism of the Method of Selection—Development of Class Feeling—Possibilities of a Change.

There has been a good deal of gossip in the drug trade over the recent election of the State Board of Pharmacy in this section. As is already known, Joseph Weinstein, representing the East Side druggists, defeated Charles S. Erb and the other two candidates, Messrs. Kahn and Kleinau. The result was a surprise to some, but not to those who carefully watched the progress of the campaign and saw the East Siders standing almost solidly for Weinstein, with the exception of a slight defection among the clerks—namely, the Kahn faction—while the vote of the Manhattan and German associations was split. However, the talk in the trade is not so much on what might have been the result had the Erb and Kleinau factions stood together, but rather on the general subject of the methods of election as at present established. There is a decidedly strong sentiment in the trade in favor of a change in the election methods, but opinions differ as to what change should be made. A conspicuous feature of the election just held was the splitting of the pharmacists eligible to vote into different factions or classes. There was the Weinstein faction, representing largely the Hebrew element of the East Side; the Kahn faction, composed principally of clerks of the East Side who were not favorable to Mr. Weinstein's election; the Erb faction, who represented chiefly the opposition to Mr. Weinstein, and the Kleinau party, which, though against Weinstein, was not satisfied with Erb and tried to influence as large a German vote as possible in favor of Mr. Kleinau.

The fact that so much class politics has come to be a feature of the board election is quite generally deplored among prominent members of the trade who are anxious to see the standard and tone of pharmacy raised to a higher level. They argue that under the present arrangement there is more politics than pharmacy in the election, and that such conditions do not make for the welfare of the profession. But just how the objectionable features can be removed is a point over which there is much difference of opinion.

A member of the State Board of Pharmacy said the other day that he would not be surprised if at the next session of the Legislature the State Pharmacy law were given a thorough overhauling, not only in regard to the method of electing members of the board, but also in some other respects. There were flaws in the State law, he said, which if any one wished to take them up and carry them through the courts would probably knock out the law and upset a large part if not all of the work already done by the State board. He referred particularly to the provision which imposes certain regulations as to eligibility of voters in the Middle and Western sections and different regulations for those in the Eastern Section. He questioned the constitutionality of any act which prescribed certain conditions for voting for State officers in one part of the State and different conditions for voting for the same officers in another part of the State. He did not believe the Legislature or any other branch of the State government could constitutionally compel a citizen to belong to a pharmaceutical organization before he could enjoy the franchise to vote for members of the State board, provided, of course, the citizen were a duly licensed pharmacist. "The State might just as well and just as consistently try to force a citizen to belong to a certain political club before giving him the right to vote," said he.

"I think that eventually," he continued, "you will see the present method of electing members of the board wiped out and the members appointed by the Governor from men recommended by various pharmaceutical organizations throughout the State. Objection has been made to this method on the ground that it would open the door to political favoritism. What if it did? What harm would there be if all the members were Democrats or all Republicans or of any other political faith? So long as care was exercised in recommending only men who would be perfectly capable of filling the position satisfactorily, we would always be sure of getting on the board

competent and efficient members. Furthermore, I believe the present number of members on the State board is altogether too large. The board is unwieldy. Another point: The secretary should be a man who has no other business to attend to, but who could devote his entire time to the work of the board. A salary should be provided sufficiently large to insure getting a competent man to fill that position. I don't mean this as a reflection in any way on the present secretary of the general board or upon any of the secretaries of the branches. But I think there is a great deal of work that a secretary could attend to if he had no other irons in the fire, but which he cannot now do when other business matters demand part of his time and attention. I am speaking purely in the interest of pharmacy, remember."

Another suggestion has been made, and that is that the election in this section be conducted on the same plan as it is in the Middle and Western sections of the State; in other words, remove the restriction that the members of the board from the Eastern Section must be elected by members of the pharmaceutical associations here and throw the election open to all citizens who are licensed pharmacists, whether they belong to a regular pharmaceutical association or not.

In talking with a representative of the *AMERICAN DRUGGIST* the other day on the outcome of the election, Mr. Weinstein said that while he was gratified that the East Side druggists now have representation on the State Board of Pharmacy, he entered upon the duties of his new position fully realizing its responsibility, and also appreciating the fact that a member of the board must expect to make more or less enemies in fulfilling his obligations as a State officer. He said that he would qualify in a few days and then be sworn in. Since he was elected to fill the unexpired term of Sidney Faber, Mr. Weinstein said he would take office at once and his term will continue until January, 1907.

There was a meeting of the Eastern Branch of the State board last Tuesday at the New York College of Pharmacy, but it is understood that only routine matters were considered. Mr. Weinstein, not having qualified and sworn in, did not take part in the board's proceedings. He waited outside of the meeting room, but was asked into the meeting later on.

Mr. Erb said, in speaking of the result of the election, that in some respects he was sorry he was defeated, but for other reasons he did not regret the outcome. Out of consideration for his many friends who had worked for his election he would like to have succeeded, and also because he had been appointed, not elected, to succeed Mr. Faber. He had never been anxious to serve on the board, but since he was appointed it would have been a gratification to be elected for the rest of Faber's term. Taking everything into consideration, he was not complaining about the result. The position of secretary of the board took a good deal of his time from business and added to his other obligations.

The North Carolina Association.

The twenty-fifth annual meeting of the North Carolina Pharmaceutical Association will be held at Asheville, beginning Thursday, July 14. The first session will be called to order in the Battery Park Hotel at 11 o'clock a.m.

Applicants for examination by the Board of Pharmacy will take note that the board will hold its meeting for the examination of candidates at the same place at 9 a.m. on July 12, two days prior to the meeting of the association. Applicants must be on hand promptly at that time.

Inquiries in regard to the meeting of the Board of Pharmacy should be addressed to the secretary, F. W. Hancock, Oxford, N. C.

Season railroad tickets will be on sale at reduced rates from all points within this and other States.

Every registered pharmacist in the State is invited, requested and urged to attend, and it is very much desired to make this meeting the most interesting and profitable in the history of the association.

J. B. Duble, representing the National Association of Retail Druggists, will be present and will tell what that organization is doing for the retail drug trade throughout the United States.

WESTERN NEW YORK.

Trade Dull—Eighteen New Licensees—Sellers of Adulterated Goods Prosecuted—Good Drug Clerks Scarce—The Joint Druggists' Picnic Declared Off.

(From our Regular Correspondent.)

Buffalo, July 5.—As a rule the Buffalo druggists are calling trade very poor this summer. Some of them are given to saying that there is none, though that may be taken as a slight overstatement of the case, at least on the part of most of them, and as the people appear to be in a decidedly healthy condition and increasing quite rapidly in the city, it may be said that if the cut-price idea does not capture all the business, there will be enough of it left in future to keep the present drug fraternity in operation. It has been cool and wet all the spring and summer so far, so that there is very little to stimulate trade in drug stores as yet.

REGISTERED BY THE BOARD.

The eighteen successful candidates for licenses before the Western Branch of the State Board of Pharmacy at the June examination were quite widely scattered. Of those receiving pharmacy licenses, E. B. Cooper is at Thompson's, on Seneca street, Buffalo; Arthur J. Corbin is Buffalo city relief clerk; George W. Kapka has a store on Triangle street, Buffalo; R. T. Lakey is employed in Rochester; Edward S. Loge is in the drug department of Faxon's, at Niagara Falls; J. D. Morton is located in Corning; Frederick G. Ritter is at Wade's pharmacy on Niagara street, Buffalo; John P. Smith, of Buffalo, is not in business; Harry D. Stone is with Dr. Gregory on Main street, Buffalo; Clinton E. Turner is engaged at Cato; Clarence F. Walters is at Breckon's pharmacy on Military road, Buffalo. Of the druggists, James H. Allen is in Rano's pharmacy in Buffalo; Albert S. Bayliss is in the Huntley pharmacy in Lockport; Harry B. Dewey is in his brother's pharmacy on Niagara street, Buffalo; Kathryn B. Gunn is with her husband at his pharmacy on South Park avenue, Buffalo; Andrew B. Cramer is at Pierce's Medical Institute, Buffalo; Edith M. Lemon assists at her husband's pharmacy on Tonawanda street, Buffalo; Ferdinand H. Moehlau is at his father's pharmacy, and H. T. Olendorf is at Roesse's, both on Genesee street, Buffalo.

PROSECUTING SELLERS OF ADULTERATED GOODS.

The Western Branch of the State Board of Pharmacy is stirring up the druggists in that district who are violating the law forbidding the sale of adulterated goods. One delinquent has lately been fined \$50 and another \$25, and there are people quietly taking samples all through the district for further operations. From outside sources it is learned that there is a large amount of violation of this law, and yet the board is not inclined to take extreme measures unless it is found that a druggist is making a business of disregarding the law. The violation is mainly in the line of selling goods below the standard. For this reason the trade in general is quite disposed to uphold the board in its undertaking.

A SCARCITY OF CLERKS.

Buffalo druggists are noting that there is not only a general scarcity of clerks in their business, but that there seems to be a disposition to swap them all around to see if that will not increase the number. So there is a general remarrying of the forces just now. This shortage will make it easy for the Pharmacy College students entering school next fall to get positions at once.

THE DRUG MERCHANTS' COMPANY,

of Buffalo is reported to be in a very flourishing condition. It is one of the numerous buying combinations of druggists organized in the cities some time ago to enable the retailer to deal with the manufacturer direct. This company now has about 80 members, so that it is spread all over Buffalo. S. A. Grove looks after the business at his pharmacy on Prospect avenue.

THE JOINT PICNIC OF THE BUFFALO AND ROCHESTER DRUGGISTS, with any others in the vicinity who chose to take part, has been declared off. It was partly arranged to meet at Olcott Beach on Lake Ontario, but somehow the Rochester people have discovered that it is a long way there from the Flower City and so have notified the Buffalo bowlers, with whom it was proposed to have the game, that they had concluded to go to Canandaigua Lake for their outing, which is an old stamping ground of theirs, as Edgewater on Grand Island is for Buffalo. There is some notion this year of choosing a new locality, even if Rochester has given them the mitten.

MINOR NEWS NOTES.

Fred E. Hatch has notified the Board of Pharmacy that he has opened a pharmacy on the Chautauqua Assembly grounds and has engaged William B. Hoff as pharmacist and W. R. Davis as druggist. The store is in the dock building. Chautauqua is now in full blast and the season promises to be a satisfactory one.

THE TRAVELING FRATERNITY.

W. P. Smith also closed June looking after his many customers in Buffalo, whom he visits regularly to everybody's satisfaction in the interest of Thurston & Braidich.

E. C. Stanley also closed June with us, coming as usual in the interest of the extracts and essences of D. R. Janes & Brother, which he looks after with his usual success.

T. P. Cook was in Buffalo on his regular city round just before the Fourth, selling the goods of the New York Quinine & Chemical Works in his usual wholesale fashion.

Charles L. Huisking, representing drug broker Thomas M. Curtius, of New York, began July in the city with his usual line of good things for the wholesale and retail druggist.

Manufacturing Chemists William R. Warner & Co. send us their special traveling salesman for this territory, P. R. Lance, who is well up on the needs of the city in his line.

George C. Gildersleeve, the worthy representative of John Wyeth & Brother on the road, spent the latter part of June in the city and maintained all of his former reputation in the transactions.

William A. Sherry, who is on the list of the Stallman & Fulton Company for this territory since the retirement of Mr. Stallman, has made two or three calls on us this year, making the last late in June to good sales.

The Whitall-Tatum Company, which now sends us W. G. Conklin to look after their specialties in place of F. A. Weed, heard favorably from him late in June on account of the late visit here.

A Busy Board.

The semiannual report of the New York Board of Pharmacy, covering the first five months of the current year, contains several items of considerable interest. The total receipts for the Eastern Branch during this term amounted to \$15,683.48, including a balance of \$5,055 carried over from the preceding year; the Middle Branch received \$6,723, and the Western \$1,908.83 during the same term. The balances on hand on May 30 were as follows: For the Eastern Branch, \$5,588.12; for the Middle Branch, \$2,233.78, and for the Western Branch, \$688.83.

During the term covered by the report six convictions have been secured by the Eastern Branch and one by the Middle Branch. One case was acquitted in the Eastern section and one in the Middle, while in the Eastern section there are 68 pending, 27 in the Middle and two in the Western section. In the Eastern section 85 cases have been settled out of court, 16 in the Middle section and 10 in the Western.

Examination reports show that in the Eastern District 403 applicants were examined, of whom 265 were rejected; in the Middle District 101 applicants were examined, 38 of whom were rejected; in the Western District, 82 applicants were examined, and 51 rejected.

NEW ENGLAND NEWS.

Hard Work by the Board of Pharmacy—A Great Meeting at Nantasket Beach—Adulterated Drugs—Worcester Druggists Talk Over N. A. R. D. Matters.*(From our Regular Correspondent.)*

Boston, July 8.—The State Association meeting at Nantasket Beach was a great success, as will be seen by the report of the meetings on another page.

During June the members of the Board of Pharmacy were extremely busy, seven examinations being held for the examination of candidates. The board ordinarily has much business to transact during June because of the number of candidates who apply for the examination. Already the board has a long waiting list for September, when examinations recommence. June's list of successful candidates follows: L. F. Chapin, Providence, R. I.; J. F. Harvey, Boston; G. R. Nutter, West Somerville; F. H. Stacey, Winchester; R. E. Walsh, Fall River; R. G. Coffin, Boston; J. L. Matthieu, Boston; H. W. Newcomb, Boston; George G. Tyler, Winchester; A. E. Burke, Boston; W. A. Hamelin, New Bedford; J. H. Sexton, Boston; E. F. Hayward, Boston; L. E. Phaneuf, Ware; J. A. Soderstrom, Worcester; J. M. Woodward, Cliftondale; A. G. Burnside, Lynn; W. J. Dunne, Taunton; H. M. Farrin, Boston, and J. F. Quigley, Holyoke.

The last monthly report of the State Board of Health shows the examination of 86 samples of drugs, of which 24 were found to vary from the legal standard. The samples of drugs found to be adulterated were Aqua Destillata, Extractum Glycyrrhizæ, Ferrum Reductum, Magnesii Sulphas, Oleum Morrhuæ, Oleum Olivæ, Oleum Ricinæ, Sodii Iodidum, Spiritus Frumenti, Tinctura Iodi, Vinum Album and Vinum Rubrum. In April last examinations were made by the board of Munyon's "Paw Paw." On analysis this yielded 21.59 per cent. of alcohol, and the board states that it "contains none of the starch converting enzyme of paw paw."

WORCESTER DRUGGISTS MEET.

Recently a meeting of the Retail Druggists' Association of Worcester was held at the headquarters of the Worcester Board of Trade. The president, P. B. Moriarty, occupied the chair. The association is affiliated with the N. A. R. D. and Dr. Hoffman, the spokesman of the latter organization in the East, was present and made an address.

TALKED ABOUT.

M. F. Fenelon is a petitioner in bankruptcy. Liabilities, \$2,413.62; assets, \$1,500.

The Avery Chemical Company, of Portland, has voted to decrease the number of its directors from nine to six.

Theophile Tebeau, of New Bedford, has just been convicted on detective evidence of violating the liquor law and fined \$150.

A bold robbery was perpetrated in a Brighton store last week. The thief took advantage of the attendant's absence in the telephone booth to rob the till of its contents.

Michael Busnach, who clerked at Reycroft's, corner of Massachusetts avenue and Brookline street, Cambridge, and who was recently arrested on the charge of selling liquor and subsequently bailed out, failed to appear in court when his case was called. The police are now searching for him.

Henry N. Longfellow, Ph.G., M. C. P. '90, was graduated in the last class at the Harvard Medical School, as was Dana W. Drury, the son of Linus D. Drury, Ph.G., M. C. P. '71. Young Drury has clerked for his father for a number of years.

Howard D. Brewer, Ph.C., M. C. P. '02, has just returned from an extended pleasure trip which took him as far as California. Mr. Brewer stopped over in the principal cities and visited many pharmaceutical laboratories. Mr. Brewer is with E. A. Brewer, of Worcester, and as this firm has an extensive wholesale and retail trade, he is desirous of familiarizing himself with all of its branches. Just now he is out on the road taking the place of the commercial travelers who are having their vacations.

Philadelphia News Notes.

Chas. Rehffuss has recovered from his illness and is about again stirring up things.

M. W. Knabb, formerly with Wm. McIntyre, has succeeded C. W. Shoemaker, of Allentown.

A new store is to be opened in Mt. Airy and is to be known as the Mt. Airy Pharmacy.

The affairs of H. A. Fenner have finally been settled, the creditors receiving 40 cents on the dollar.

Dr. A. A. Apple has purchased the store at Fifth street and Fairmount avenue from S. D. Crawford.

Howard Searborough, of the Mellor Drug Company, is making an extensive trip through New York State.

Leopold & Co. have succeeded H. A. Fenner at Broad street and Columbia avenue, having purchased the store from the receiver.

The E. E. Wilson Drug Company, formerly known as the Union Drug Company, expects to add another string of stores to its list.

Miers Busch, of Shoemaker & Busch, sailed for Europe on June 9 in order to join the members of his family, who are there.

Mr. Hillebrand, Nineteenth and Wharton streets, has bought the Bell Pharmacy, at which place he has been clerking for some time past.

It is rumored that W. H. Poley is retiring from active business and is placing both stores under the management of the head clerks in each store.

C. W. Rynard has succeeded H. B. Morse at Seventeenth and South streets. Mr. Morse will devote his time for the present to looking after his other interests.

Walter Hoffer has succeeded B. Frank Davis at Eleventh and South streets. Mr. Hoffer has been for years with H. B. Morse, at Seventeenth and South streets.

Manager Rohrman, of the Philadelphia Wholesale Drug Company, has been confined to his home for several days. He is now able to be up and again attending to his business.

W. H. Umstead, of Fifty-eighth street and Woodland avenue, has returned from a six weeks' trip to the Pacific Coast. He also visited the World's Fair, and comes back greatly improved by his trip.

Johnson & Johnson have adopted what is known as the minimum selling, or direct contract, price. This plan is somewhat similar to that which was successfully carried out by Colgate some years ago.

S. R. Hassinger, son of S. E. R. Hassinger, of Twenty-third street and Fairmount avenue, has opened a new store at Mt. Airy. Mr. Hassinger was married to Miss Helen Virginia Drake, of this city, on Monday, June 27.

Clarence E. Elston, formerly with H. K. Wampole & Co., but latterly with Berryman K. Davis, at Tenth street and Girard avenue, has gone back to his old employers', and will call on the trade in New York City in the interests of Wampole & Co.

Among the Philadelphians who visited Cambridge Springs are M. N. Kline, H. Valentine, T. Drake, F. Kilgus, all of the Smith, Kline & French Company; Wm. McIntyre, R. H. Lackey, E. Cope, D. E. Bransome, Miers Busch, Prof. C. P. Lowe, H. L. Stiles, Harry Blair and Prof. Chas. H. La Wall.

Robert C. Brodie, Twentieth and Callowhill streets, has retired. He having sold his store to his clerk, Paul L. McConomy. Mr. Brodie has been in business at this stand for 57 years. He is a graduate of the Philadelphia College of Pharmacy of the class of '44, being next to the oldest living graduate of this college.

On June 30 E. J. McMair, the popular druggist of Twenty-third and Wharton streets, met with a severe accident which will confine him to his room for some time. Mr. McMair went into the cellar with a lighted lamp, the benzene barrel exploded, the store was wrecked and so was the druggist. Both can, however, be repaired.

OHIO NEWS.

(From our Regular Correspondent.)

Cincinnati, Ohio, July 5.—Walter Blesi has purchased the store of Mr. Oehlschlaeger, who was recently killed in an alcohol explosion. Carl Walther, the former clerk at this store, has given up his place and has been engaged at Vester's pharmacy, at Fifth and Broadway. Mr. Walther figured prominently in the newspapers a few days ago as a chivalrous young man. He was walking with two young ladies at Fifth and Walnut streets when some unknown man made a remark to one of them and offered her a flower. Walther interpreted the actions of the stranger as an insult to the young lady and lost no time in attacking him strenuously and administering a severe thrashing to the would-be masquerader. The attack was so violent, in fact, that Mr. Walther is suffering from a painfully sprained wrist.

ITEMS OF NEWS.

Prof. John Uri Lloyd delivered a lecture recently in the college at Moore's Hill, Ind.

C. H. Mueller, of Fifteenth and Race streets, has returned home from the East, where he went on his honeymoon.

Herman Serodino, the well-known Cincinnati druggist, went to Chicago with the famous Blaine Club, of this city, and after attending the Republican convention he took a trip to the St. Louis Fair.

The William Merrell Chemical Company will give a big outing to its employees at Highland Park in July. Over 200 working men and women will attend, and there will be all sorts of sports and entertainment.

An important change in the local drug business will be made in August, when the Serodino Bros. will close their Race street store and open their new store, at Seventh and Vine streets. It was at first believed that the change would not be made until the first of next year, but now it has been arranged so that Serodino's will occupy the Vine street store by the middle of August.

SOUTHERN NEWS.

The Terriberry Bill Withdrawn—Much Relief in Pharmaceutical Circles—Trade Dull.

(From our Regular Correspondent.)

New Orleans, La., July 4.—The Terriberry bill in the Louisiana State House of Representatives, which aimed to change the present Pharmacy law, and which brought forth opposition from the Louisiana State Pharmaceutical Association, the State Board of Pharmacy and the Orleans Pharmaceutical Association, has been withdrawn by Representative Terriberry, and the druggists are again resting easy. Had the Terriberry bill passed it would have brought about a condition of affairs that would have been very objectionable to the druggists. The bill emanated from the Retail Drug Clerks' Association. It provided that a registered pharmacist should be present at all times, instead of as at present, when a qualified assistant may have charge of a drug store, provided once in 24 hours a registered pharmacist puts in an appearance and goes through the form of exercising supervision.

CLERKS WANTED CHANGE.

The Clerks' Association objected to the present law and asked Representative Terriberry to introduce for them the bill drafted by a committee from its association. The proprietors of the drug stores and others objected to the new bill. Committees from the Orleans Pharmaceutical Association, the State Pharmaceutical Association and the State Board of Pharmacy went to Baton Rouge to fight the bill. They held a conference with the committee from the Clerks' Association, and this resulted in the clerks deciding to ask Mr. Terriberry to withdraw the bill. This they did and the bill was withdrawn.

Trade in New Orleans continues fair. The sale of soda water by the pharmacies and drug stores keeps the receipts up to about the average for June and July, and there are few complaints. There is little out of the ordinary going on in the city at present.

THE WEST.

A Dearth of Pharmaceutical News—Discussion of the Ebert Amendments—Drug Stores as Emergency Hospitals—Veterans' Outing.

(From our Regular Correspondent.)

Chicago, July 5.—Affairs pharmaceutical have entered the period of the summer doldrums. There are a few matters which are being given serious attention by the local druggists, but a good part of their energies is being expended in ball games, outings and plans for vacation trips.

THE EBERT AMENDMENTS.

Mr. Ebert's proposed changes in the Pharmacy law, which were written up in detail in the AMERICAN DRUGGIST many months ago, have again attracted some attention, owing to a speech made by Mr. Ebert at the Rockford meeting, but matters have not advanced as yet from the point where they stood when attention was called to the veteran leader's suggestions in these columns. It is probable that some action will be taken before long. There are some who disagree with Mr. Ebert, but those who are in a position to look at matters without bias can see many defects in the present plan. If some disapprove of Mr. Ebert's idea there are others who hold that the drug trade, locally, needs some strong stimulant.

THE CHICAGO RETAIL DRUGGISTS' ASSOCIATION.

Several matters of moment were discussed at a meeting of the Executive Board of the C. R. D. A., and plans were made for concerted action to further the interests of the trade. An ordinance is before the Judiciary Committee of the City Council to license "vendors" of proprietary medicines. This would mean a license fee of \$5 or \$10 from druggists. Efforts are being made to defeat it.

STREET CAR ACCIDENTS

have been unusually frequent of late, and druggists have suffered, as the injured persons are usually carried into a drug store; business is stopped, and nothing is paid for the trouble caused. The traction companies will be asked to pay the druggists for their trouble.

President Avery reported that a favorable deal for slot machine directories would probably soon be put through. The quarterly meeting of the C. R. D. A. is to take place next Tuesday.

THE ANNUAL OUTING OF THE VETERAN DRUGGISTS' ASSOCIATION took place June 20, T. N. Jamieson being the host, as usual. Twenty-seven mounted a six-horse coach in front of J. Block's handsome new store on Michigan avenue, near the Victoria Hotel, and took a long drive over the North Side boulevards. Later they sat down to dinner at the Bismarck Garden. President Biroth opened the toasts and E. O. Gale followed with a humorous poem. Mr. Jamieson presented his picture to each member, and G. P. Engelhard also gave each member a brochure containing pictures and sketches of all connected with the organization. Mr. Bodemann followed with a discussion of the merits of the brochure and a flowery toast to Mr. Jamieson. Mr. Jamieson paid a fine tribute to those who have died during recent years. An illustration of the group appears in another column.

NEWS NOTES.

C. R. Bell, of Grand Rapids, Mich., has gone out of business.

E. C. McMillan has succeeded Clegg & Coupe at Falls City, Neb.

The Illinois Board of Pharmacy will meet July 12 and September 19, both times in Chicago.

The death of one person and the serious injury of another resulted from the explosion of a soda water tank in a store at 547 Western avenue. The store was badly damaged.

Frank H. Allborn has sold his store at 395 Wells street to Arcadius Volss, who came to Chicago recently from Janesville.

Ball games between teams of druggists from different auxiliary districts have furnished fun for all concerned during the last month.

A number of Chicago druggists have decided not to open their soda fountains this year. The weather has been cool up to date, and cooling drinks are not, as yet, in urgent demand.

George R. Baker has purchased the Masonic Temple pharmacy of Cunrodi Brothers, who will hereafter give their entire attention to their Twelfth street store. Mr. Baker also has a store at Eighteenth street and Wabash avenue.

Richard M. Johnson, of Merck & Co., has just returned from a trip to the home office in New York City. Mr. Johnson recently left St. Louis and located in Chicago. It is reported that his trip to the home office was for a heavier pay envelope.

A wild Texas steer escaped from the stock yards at Peoria recently and charged into the wholesale drug house of Colburn, Birks & Co., the clerks all running for their lives. After doing considerable damage the animal broke its neck by jumping through a window.

Porter B. Fitzgerald, who severed his connection with Morrison, Plummer & Co. last December, and associated himself with the Southwestern Drug Company of Wichita, Kan., writes to a friend in Chicago that he has resigned and is going to Minneapolis for a much needed rest.

Peter Ross Lance, traveling manager for William R. Warner & Co. of Philadelphia, was in Chicago on the 20th. He said he had just made a successful trip through the large cities of the West. He also took in the Louisiana Purchase Exposition at St. Louis, where his house has an exhibit. He alleged that several people on the Pike said Chauncey Depew looked like him.

The Railway Exchange Pharmacy, in the white tile skyscraper at Jackson Boulevard and Michigan avenue, is claiming a good share of the business in the vicinity. It is owned by G. L. Kidder and James A. Lewis, H. M. Miller being manager. One of the attractive features of the store is a Twentieth Century soda fountain, made by L. A. Beeker & Co. It is the handsome "Richelieu" design, the only one of the kind in the city.

W. W. Wilson, a druggist who lives at 217 North Fifty-third avenue, Austin, was so happy when triplets arrived in his family, July 1, that he wired the glad tidings to President Roosevelt. The triplets were welcomed by twins, born three years ago. Alderman Frank Race has promised the triplets an automobile baby carriage and a patent food company has promised each of the babes \$100, together with all the food needed. Mr. Wilson says he was taken somewhat by surprise, but that his big family is welcome.

PACIFIC COAST NEWS.

Patent Medicine Sample Pills Cause Death—Local Branches of N. A. R. D. Organized—To Investigate Board Scandal.

(From our Regular Correspondent.)

San Francisco, July 4.—Although ordinance No. 607 of the Supervisors makes the distribution of patent medicine samples a misdemeanor, some one left such a package of Pierce's Pellets on the doorstep of D. Flatland, of 911 Church street, San Francisco, and as a result Theodore, the four-year-old son of Mr. Flatland, died on June 8, because he thought the pills were candies. The day before George Spingula, aged six years, of 1226 Kearney street, died after eating some red pills that he found in his backyard. In the first case Dr. E. C. Wells, the physician who treated young Flatlands, declared that death was due to belladonna poisoning, and she said that the pellets swallowed contained a sufficient quantity to kill any young child, while the autopsy surgeon asserts that the symptoms of the child's illness indicated ptomaine poisoning quite as strongly as belladonna. In the Spingula case the verdict was "Death by strychnine." A third case occurred the same week. Margaret Moran, aged 18 months, toddled to the room of her uncle, Policeman Cormac McGorty, and found a box of strychnine pills, ate five or six, and death by strychnine followed.

N. A. R. D. FORM LOCAL BRANCHES

Having in view the advancement of the professional and social welfare of its members, as well as the commercial aspect

of pharmacy, the druggists of Contra Costa County have followed the example set by their neighbors in organizing the San Francisco Bay Counties Association, by forming the Contra Costa County Retail Druggists' Association as a branch of the N. A. R. D. The organizer was W. P. Cheatham, a more capable man than whom could not be found. The organization took place at the Commercial Hotel, at Martinez, and resulted in the following officers' election: Geo. Keller, Concord, president; A. A. Paul, Crockett, vice-president; E. B. Griffing, Martinez, secretary and treasurer, and M. W. Dunnigan, Antioch, and Julius Klein, Concord, trustees.

The pharmacists of Visalia recently met and effected the organization of the Tulare-Kings Pharmaceutical Association for the two counties, the establishment of uniform prices for drugs and medicines being the principal object. The following officers were elected: J. H. McKie, Visalia, president; Henry Cousins, Ph.G., Hanford, vice-president; E. L. Smith, Ph.G., Visalia, secretary and treasurer, and J. H. McCracken, Dinuba, and J. N. Anderson, Tulare, directors.

COMMISSION APPOINTED TO INVESTIGATE BOARD SCANDAL.

After a personal investigation of the charges filed by recent graduates of the College of Pharmacy of the University of California, to the effect that the board had shown favoritism and laxity in the last examinations, the following board of well-known citizens has been appointed by the Governor, Dr. Geo. C. Pardee, as a commission to try the accused members: Code Commissioner J. F. Davis, Senator G. R. Lukens, of Alameda, and Dr. F. W. Hatch, General Superintendent of Hospitals for the Insane.

COAST BREVITIES.

Harley E. Smith, Ph.G., known throughout the State as an expert mine assayer and chemist, was married Tuesday, June 7, to Miss E. Peters, the beautiful and accomplished daughter of one of the oldest residents of Riverside County. The happy couple spent their honeymoon journeying in this city. After renewing old and making new acquaintances they left for home, where Mr. Smith has interests in the City Pharmacy of Riverside.

Chas. W. Fischer, a wealthy druggist of San José, was sued for a divorce by his wife on June 25. Mrs. Catherine A. Fischer charges him with cruelty, desertion and infidelity, and has obtained a preliminary injunction restraining her husband from selling or incumbering valuable community property estimated at \$150,000.

H. H. Davis, of Santa Rosa, recently came to San Francisco on record-breaking time. His wife was at the Pacific Hospital, of this city, and fearing that she had taken a sudden turn for the worse, Mr. Davis was notified by wire. Immediately the husband chartered a special train, which was given a clear track. The run—a distance of about 70 miles—was made in less than two hours. From Santa Rosa to Tiburon was covered in one hour, which is 45 minutes less than the regular time. It takes three hours to come to this city from Santa Rosa on the regular time. Mr. Davis arrived in time to find his wife low, but conscious.

'FRISCO NEWS.

Apothecary E. Coffee has resigned his position at the Almshouse.

The salary of City Chemist Bothe has been raised from \$175 to \$200 monthly.

Geo. L. Carroll, formerly a member of the wholesale drug firm of Carroll, Abrams & Carroll, which later was succeeded by J. J. Mack & Co., died after a prolonged illness at his late residence, 214 Haight street, on June 30.

Amill Richter, a 15-year-old boy, employed by Mack & Co., wholesale druggists, committed suicide by taking a large dose of morphine. He made an unsuccessful attempt to kill himself once before by taking Dover powder, and had declared that his next attempt would wind up his career.

Tired of life, John O'Leary, a traveling salesman of Mack & Co., wholesale druggists, took a large amount of morphine and then lay down to a sleep from which there is no wakening. O'Leary came to this city from Sacramento, where he leaves a widow.

The Drug and Chemical Market

The prices quoted in this report are those current in the wholesale market, and higher prices are paid for retail lots.
The quality of goods frequently necessitates a wide range of prices.

Condition of Trade.

New York, July 9, 1904.

Very little business has been transacted in the drug and chemical market during the interval since our last report, and the business results of the past month have been rather unsatisfactory. The demand has seldom risen above jobbing quantities, and the usual summer dullness seems to have fairly set in. The opium market shows increasing weakness in consequence of reports from Smyrna, which are favorable to a large crop, and quinine is inactive, as is usual at this season of the year. Menthol is in the same dull and unsettled condition, and lower prices prevail for it, and several other important staples, particulars of which are given in the accompanying review.

HIGHER.

Cubeb berries,
Musk root, Russian,
Saffron, American,
Lemon oil,
Orange oil, sweet,
Matico leaves,
Crude saltpetre,
Acetone,
Buckthorn bark,
Lycopodium,
Bergamot oil,
Canary seed,
Cantharides, Russian.

LOWER.

Opium,
Menthol,
Balsam Peru,
Chamomile flowers,
Cascara sagrada,
Citronella oil,
Sassafras oil,
Calamus root,
Blue vitriol,
Camphor monobromate,
Kava kava,
Spermoceti.

Drugs.

Alcohol has not varied from the quotation of \$2.47 to \$2.48, less the usual rebate, and at this range the trade are supplying their usual wants.

Arnica flowers are finding steady sale in a jobbing way at the range of 9c to 10c, as to quality.

Balsams.—Copaiba, Central American, is maintained with firmness despite a limited jobbing movement, the current transactions being at 32c to 35c; Para is meeting with little or no inquiry and values are nominal at 35c to 37c. Peru is easier under a light demand, and \$1.00 to \$1.05 is now named. Tolu is only inquired for in a retail way, but prices are well maintained at 23c to 25c, as to quantity. Firs continue in limited supply and values are steadily maintained at the previous range of \$3.50 to \$3.75 for Canada and \$1.00 to \$1.10 for Oregon.

Barks.—Buckthorn has developed increased strength since our last on account of scarcity and the strong tenor of advices from abroad, and nothing offers below 6c, with up to 7½c asked. Cascara sagrada is lower, holders now accepting orders at 10½c to 16c, as to age and quantity, the higher figure being named for old bark. Cottonroot is scarce and holders now name 35c for the small available stock. Sassafras is held with increased firmness, but values show no variation from 8c to 10½c, as to quality.

Buchu leaves are selling in moderate quantities at unchanged prices, or, say, 16c to 18c for short and 45c to 50c for long.

Cacao butter is seasonably dull, but values are well sustained at the range of 28½c to 29½c for bulk and 33c to 34c for 12-lb. boxes.

Cantharides continues in strong position, owing to scarcity, and Russian is maintained firmly at 80c to 85c; Chinese quoted at 37c to 40c for whole and 42½c to 45c for powdered.

Cinchonidine sulphate is still quoted by manufacturers at 18c, but sales are making from second hands at 16c to 17c.

Coca leaves are maintained in steady position despite a light and inconsequent demand, holders of Truxillo and Huanuco quoting 16c to 18c and 28c to 30c, respectively.

Codliver oil is in extremely light demand, and holders in some instances are showing some urgency to realize, though

prices are not opening quoted below \$45.00 to \$50.00, which is believed to be the bottom level, beyond which prices will not go. A large amount of oil is believed to have been lost in the loss of the steamer "Norge," but nothing certain is known. If any considerable quantity has disappeared in this way it will be likely to affect the market price, as the available supply is already light.

Colocynth apples are in better supply, but holders do not abate any of their firmness, and 35c to 40c and 27c to 28c are yet named for Trieste and Spanish, respectively.

Cubeb berries have moved into firmer position in the face of an increased demand, 7½c to 8½c being now named, as to quality, for whole; powdered is firmer, in sympathy, and the inside quotation has been advanced to 11c.

Cuttlebone is firmer under an improved demand and reflecting the improved position of the article in primary markets. We quote the range at 15c to 16c for Trieste, 52c to 54c for jewelers' small, and 50c to 52c for jewelers' large.

Ergot is not inquired for to any extent and the market is dull and easy, at 33c to 35c for both Spanish and Russian.

Glycerin is pressing for sale and considerable competition prevails among manufacturers, though open quotations are unchanged, at 14½c for bulk.

Guarana is in limited supply and holders show more firmness at 77½c to 80c.

Haarlem oil has sold during the interval at \$1.75, though \$1.80 is generally quoted.

Juniper berries are dull and neglected, with prices more or less nominal, though 2½c is named for spot goods.

Lycopodium has hardened in the interval under the influence of light supplies, the revised quotations being 70c to 72½c for unlabeled and Pollitz, respectively.

Manna is moderately active in a jobbing way and large flake is maintained at 45c to 50c and sorts at 25c to 26c.

Menthol is weak and unsettled, and prices show a revision to a lower range, quotations of \$4.50 to \$4.60 being openly named at the close of the market, though some holders insist on \$5.00, and others have withdrawn from the market.

Nux vomica continues to find sale in a small way, and values are steadily maintained at 2½c to 3c, as to quality and quantity.

Opium has ruled quiet during the interval, and prices continue on the down grade without, however, stimulating the demand. In a jobbing way sales are making at \$2.65 to \$2.70, and \$2.62½ to \$2.65 is quoted for cases. Powdered is reported as selling fairly at \$3.25 to \$3.80.

Quinine has been devoid of any action of consequence since our last, the demand being limited to moderate jobbing quantities, and no sales of consequence being made. In spite of this, however, holders manifest considerable firmness, and prices show no change from the reduction announced in the preceding issue—namely, to 23c for bulk in 100-oz. tins. From second hands we get quotations of 22½c for German and 21½c for Java.

Saffron, American, has developed an upward tendency and higher prices are asked, up to \$1.50 being named, though we hear of small sales at \$1.35. Stocks are very light and offerings limited at the quotations named. The other varieties are dull and nominally unchanged at \$7.50 to \$7.75 for Valencia and \$4.75 to \$5.00 for Alicante.

Vanilla beans are in good supply and prices are reasonably firm in the face of a limited demand, Mexican wholes being quoted at \$5.00 to \$9.00 and cuts \$3.50 to \$4.50, Bourbons at \$1.50 to \$5.00 and Tahiti at 60c to 80c.

Vanillin remains at 67c to 70c, as to quantity, with a moderate jobbing business within the range.

Chemicals.

For most lines in this department there continues a quiet market. Acetone is higher, in sympathy with the raw material, and quotations are now 11½c to 12c. Acetate of lime is firmer, and manufacturers have advanced quotations to \$1.05 to \$1.10 for brown and \$1.60 to \$1.65 for gray, as to quantity. Carbonate of lithia is cabled lower abroad, the equivalent of the lay down cost being about 75c, duty paid; but this market has not responded and manufacturers are firm in their views at \$1.50 to \$1.75. Blue vitriol is offered more freely at 5c to 5½c for car lots, while 5½c to 5¾c is named in a jobbing way. Citric acid is seasonably active and prices are well sustained at 32c to 32½c for barrels and kegs, respectively. Camphor monobromate is lower, in consequence of the reduction in the price of gum, and manufacturers' quotations are now \$1.05 to \$1.15, a reduction of 5c per lb.

Essential Oils.

Anise is quiet and rather easy in tone at \$1.12½ to \$1.15.

Bay offers quite freely at \$2.60 to \$2.75, though only jobbing sales are reported.

Bergamot is advancing at primary sources and holders in this market display more firmness at an advance over previous quotations, \$2.15 to \$2.25 being now named.

Citronella is in better supply and easier, with holders now quoting 24c to 25c, as to quantity.

Lemon is firmer and values have advanced abroad. The range in this market is 55c to 60c.

Lemongrass is quiet but steady at \$3.00 to \$3.10.

Orange, sweet, is firmer and higher, owing to scarcity, the spot quotations showing an advance to \$1.95 to \$2.05.

Pennyroyal is in demand and the market is well maintained at \$1.10 to \$1.15.

Peppermint is yet obtainable at \$3.35 to \$3.75 for bulk and \$3.50 to \$3.90 for HGH, as to quality and quantity.

Sassafras, natural, is in demand and recent sales have been at an advance of 6c.

Gums.

We have few developments of importance to record in the department of medicinal gums. Olibanum is scarce and wanted, and holders quote at an advance to \$7.50 to \$8.00 per bbl. of 280 lbs. gross. Camphor is firmer under an improved demand and refiners' quotations still hold good, or, say, 59c to 59½c for barrels and cases.

Aloes is in steady, moderate request at 12c to 18c for Cape and 3¼c to 4c for Curacao. Gualac is selling in a jobbing way at 16c to 25c. Gamboge is scarce and firm at the range of 77½c to 80c for prime pipe.

Roots.

Alkanet is firmer under the influence of light supplies, but important demand is lacking at the current range of 6c to 6½c.

Culvers is scarce at the moment and up to 9c is asked.

Gentian remains quiet, but firm, at 4½c to 5c.

Golden seal is rather easier in tone, with spring dug offering at 90c and fall dug at \$1.08.

Jalap is held with more confidence and the sales during the interval have been at 11½c to 13c, as to quality and quantity.

Kava kava is easier in tone and holders now offer at 10½c to 12c, without, however, stimulating the demand.

Mandrake has continued in fair request, and the previous range of 7c to 9c is still quoted.

Sarsaparilla, Mexican, is selling in a small jobbing way only at 9½c to 9¾c.

Senega has met with some attention since our last, but quotations show no change from 60c.

Seeds.

Canary is scarce and wanted, and this, coupled with cable reports of stronger markets abroad, has imparted considerable firmness to the market. Quotations for Smyrna are higher,

6¼c to 6½c being now wanted, while Sicily is almost out of market, thought quoted 6½.

Caraway has experienced some demand and recent sales were at 5c.

Cardamoms are quiet, but steady, at 80c to 90c for bleached and 33c to 38c for decorticated.

Celery has continued in fair request and values are unaltered at 7½c to 7¾c.

Cummin continues in light supply and values are well maintained at 5½c to 6½c, though the demand is unimportant.

Fenugreek shows more firmness in the face of limited spot supplies, and 2½c to 2¾c is named.

Hemp, Russian, is held and selling in a moderate jobbing way at 2½c to 2¾c, as to quantity.

Lobelia is firmer, most holders asking 45c to 50c, as to quality and quantity.

Rape is firmer under light supplies, with 4c to 5c named for English and 2¼c to 2½c for German, as to quality and quantity.

DRUG INCORPORATIONS.

Certificates of incorporation have been filed since our last of the following new concerns:

American Perfume Company, St. Louis, Mo. Incorporators: George H. Black, Elizabeth L. Black and Samuel G. Hodgins. Object: to manufacture and deal in chemicals, toilet articles, perfumeries, etc. Capital, \$12,000.

Berlin Chemical Company, Jersey City, N. J. Incorporators: John M. Enright, Michael J. McTiernan and William S. Fengado. Object: to carry on the manufacture and sale of medicines. Capital, \$100,000.

Curo Chemical Company, Washington, D. C. Incorporators: D. S. Fletcher, N. A. Smith, K. M. Fletcher, H. J. Zeller and A. W. McArthur. Capital, \$100,000.

Home Adorning & Specialty Company, Camden, N. J. Incorporators: D. Wesley Vannaman, Albert H. Kennedy and H. T. Taylor. Object: to deal in perfumery and oils. Capital, \$10,000.

Jones Drug Company, Moore, Texas. Incorporators: P. W. Jones, W. L. Prince and Fred. S. Caldwell. Capital, \$2,500.

Kaline Company, Nashville, Tenn. Incorporators: N. F. McClure, W. B. Vaught, Walter Eakin, H. W. Cooper and D. H. Zbinden. Object: to manufacture patent medicines. Capital, \$10,000.

N. Lopard & Co., New York, N. Y. Directors: Nicholas Lopard, Rose Lopard and I. I. Apfel. Object: to manufacture and deal in toilet articles. Capital, \$50,000.

Morrison Heptol Company, St. Louis, Mo. Incorporators: W. D. Morrison, Gustav Rehefeld, Rhey McCord and others. Object: to manufacture and deal in heptol, heptol compounds, drugs, etc. Capital, \$250,000.

Ohio Drug Company, Tiffin, Ohio. Capital, \$5,000.

Oliver & Drake Company, Elizabeth, N. J. Incorporators: William M. Oliver, Jonathan B. Drake, Sarah H. Oliver, Phoebe W. Drake and George J. Martin. Object: to carry on the business of apothecaries, chemists and chemical manufacturers. Capital, \$20,000.

Padophylet Medicine Company, Washington, D. C. Incorporators: William T. Ford, Eugene A. Jones and William H. Shipley. Capital, \$200,000.

Park Grove Hotel & Sanitarium Company, Freeport, N. Y. Directors: Edwin Carman, Thomas Johnston and H. Lyon Smith. Object: to conduct a sanitarium for the treatment of nervous and kindred diseases and to manufacture and sell drugs and medicines. Capital, \$100,000.

Dr. J. R. Shields Remedy Company, Knoxville, Tenn. Incorporators: Washington Danenhower, A. Y. Burrows, J. R. Shell, R. F. Cross and C. Raleigh Harrison. Capital, \$10,000.

Thorium Chemical Company, Maywood, N. J. Incorporators: Dr. Louis Schaefer, Eugene Schaefer, Hugo Lieberm and Charles P. Breese. Object: to make and deal in chemicals and appliances for medical purposes. Capital, \$100,000.

Trubek Chemical Works, Wood Ridge, N. J. Incorporators: Moses Trubek, Joseph W. Gleitsmann and H. E. Rensen. Object: to manufacture and deal in chemicals. Capital, \$100,000.

Wilson Drug Company, Willimantic, Conn. Capital, \$15,000.

Young-Comeaux Drug Company, Limited, Lafayette, La. Incorporators: J. D. Trahan, R. O. Young, S. P. Brown and C. I. Young. Capital, \$5,000.

Five Thousand Dollars a Day in Advertising.

Peruna is good, salable stock, and it pays to buy quantities so as to get the best possible price. No remedy has ever been advertised on such a liberal scale, \$5,000 a day being spent by the owners in publicity promotion.

Opportunities for Export Trade

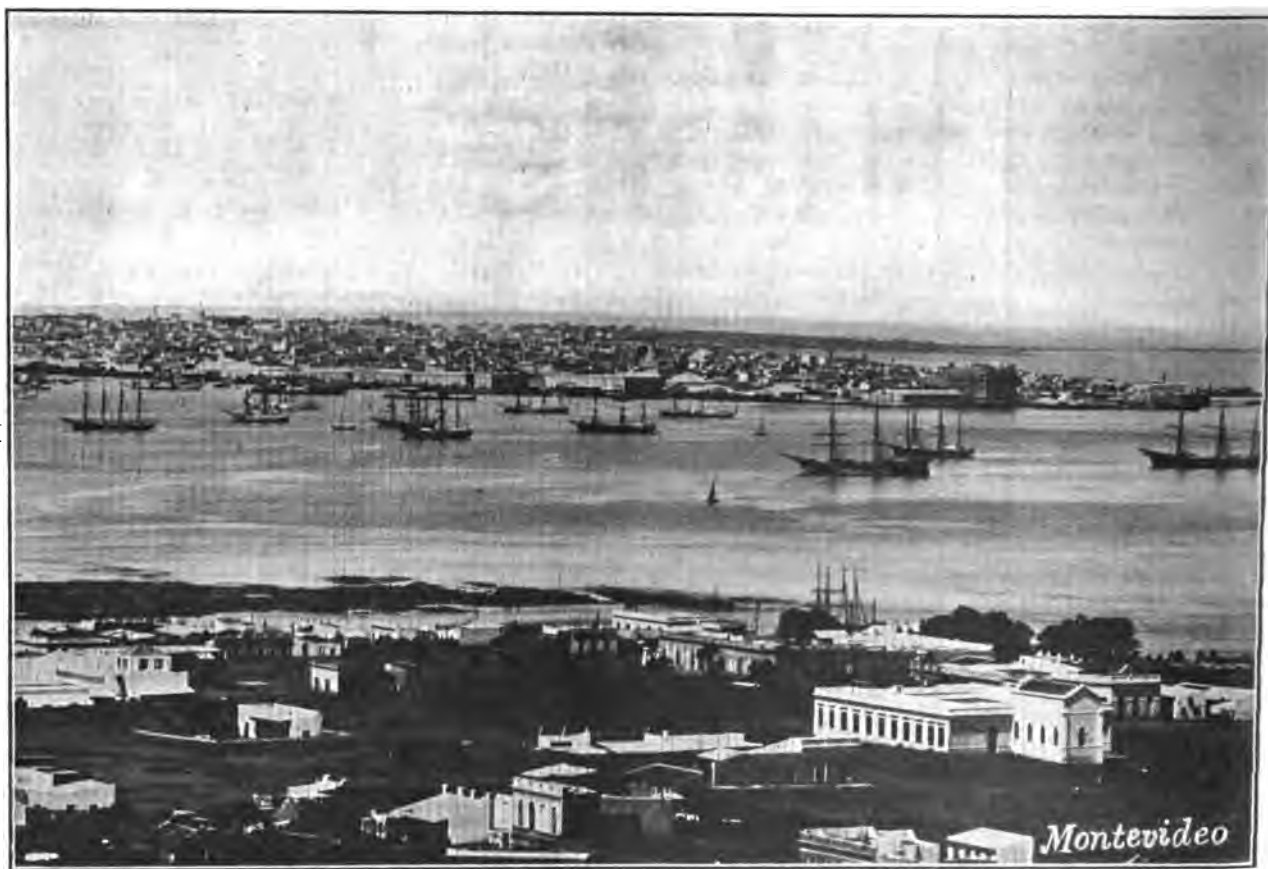
OPPORTUNITIES FOR EXPORT TRADE IN THE RIVER PLATE COUNTRIES.

E. B. Swinden, of Swinden & Acosta y Lara, manufacturers' sales agents in Buenos Aires and Montevideo, is now visiting the United States with a view to promoting closer commercial relations between the two southernmost and the most northerly of the American republics. Mr. Swinden is the bearer of excellent letters of introduction and has evidently given serious and intelligent study to the various aspects of the question of import trade. In an interview with an *AMERICAN DRUGGIST* reporter he discussed the future possibilities of trade at some length:

"There is no doubt," said Mr. Swinden, "that great opportunities exist which, if carefully studied, would result in a large increase in the importation and sale of American products into

\$1.04 American gold, virtually placing it at a premium, currency there being on a gold basis. As regards railway extension, if we take into consideration the inhabitants of the countries as compared with the United States, they will stand about as follows among countries on the American continent: First, the United States; second, Argentina; third, Canada, and fourth, Uruguay. The railway mileage in Brazil, with nearly four times the population and an area coextensive with the United States and Canada, is very much less than that of Argentina alone.

"Manufacturers should understand from the beginning that the importer has rights equal to those of the manufacturer or exporter, and that because of these rights there should be no lack of attention in the filling of orders. It is of prime importance that those intending to build up trade abroad should learn



Harbor of Montevideo, on the Rio de la Plata.

Uruguay and the Argentine Republic. Prospects for introducing articles manufactured in the United States are excellent, provided always that the manufacturer and exporter will help the buyer in the proper way.

"A few preliminary remarks regarding the population and railways in that part of South America will convey an idea of the possibilities of trade there. The Argentine Republic, the most southerly of the South American republics and by far the most progressive of them all, has a population of 4,500,000, of which 1,000,000 are in the capital, Buenos Aires, which is the largest Spanish speaking city in the world and the fourth largest city in the western hemisphere, ranking next to Philadelphia in population. Uruguay, though much smaller than Argentina, has a population of 1,000,000, Montevideo, the capital, having 250,000 inhabitants. It is the only country in South America where the silver dollar is worth

and follow the manners and customs of the German or English exporter, who is always ready and very willing to do his best to provide the goods required by the conditions prevailing in foreign lands, and to pack as well as ship them in whatever manner is desired by the buyer. Surely, the man who pays the bills has a right to say how his packages shall be prepared for him, because in undertaking to find a market for American goods the least of his troubles is in placing the order. He must, in addition, find a way to get them into his country with as little delay as possible, at the least expense of entry, and then he must find a way to sell them. Thus the contract of developing foreign trade lays a burden on the shoulders of the import merchant equal to, if not greater than, that of either the manufacturer or the exporter. No detail in such a transaction can be too small to justify every attention on the part of the American merchant.

"In my opinion," continued Mr. Swinden, "the principal reason why the United States has not a vastly greater amount of foreign trade is because it is rather the rule than the exception for American firms to execute orders from abroad in about the same way they do those received from domestic buyers, forgetting that each market should be studied as a separate proposition, especially as regards the manner of casing and marking. If an order is to be "packed" across country on mules or otherwise, it necessarily follows that it should be encased suitably for that purpose. On the other hand, too many small boxes destined for a point where receiving and transporting facilities are of the best adds not only to delays, but also unnecessary charges for lighterage, trucking, etc. The same reasoning applies to cases too large to handle readily. I have



Calle Veintecine de Mayo, Buenos Aires.

seen many difficulties arise because orders have been filled with even slight variations from the instructions both in the matter of making the goods and in shipping them; but, however slight these differences, they were sufficient to make the articles of little or no use to the customers, even though they had gone through an endless amount of red tape and paid many needless charges in getting them through the custom house. The AMERICAN DRUGGIST should, therefore, urge with every possible emphasis that exporters here either comply in all respects with the instructions of their customers or decline to supply the goods altogether. To persistently send goods abroad either wholly or only partially unsuited to the requirements of the customer will do more to retard your commercial expansion than could any other one factor.

THE QUESTION OF CREDITS.

"American merchants seeking an opening for their goods in River Plate countries must be prepared to give a credit of 90 days. This is the usual period allowed by England, France, Germany and other countries with which export business is transacted. The system of commercial credits prevailing in the River Plate countries provides for the acceptance of sight drafts to be made against the delivery of the bill of lading through the banker to the consignee. I have been asked, 'Why should your merchants work with our money?' to which answer is made: 'Our merchants are not working with the exporters' money because, first, it is customary for them in turn to extend credits to their own customers, themselves perfectly honorable, covering a period of from three to six months, and, again, it is within the province of any exporter to discount his draft for a small exchange commission through any New York bank with suitable South American connections.' Protection against loss is thus afforded in almost every instance, because the bank at the other end is unlikely to release the goods to a firm known to be unreliable or without sufficient financial standing unless specifically instructed to the contrary.

BANKING FACILITIES.

I believe there is a good opportunity for some American bank to establish agencies or its own branches in that part of South America, and that a fair business could be established from the beginning. As evidence of this, the volume of trade already between the United States and the South American countries, as Brazil, Argentine and Uruguay, is very considerable, especially when we consider that all the import business done in Paraguay, as well as a great part of that of Bolivia, passes through either Buenos Aires or Montevideo. Any one sufficiently interested can verify this for himself by examining customs statistics. It will be found that all the lumber, kerosene and oils for domestic purposes used in the Argentine Republic and Uruguay are imported from the United States, and that 95 per cent. of the exports of dry hides sent from those countries comes to the United States. A permanent business is, therefore, already established, and with the proper American banking facilities a better rate of exchange would be had, thus avoiding payment of accounts with the United States in English currency through London houses, as often happens. Merchants in the Argentine Republic, and especially in Uruguay, are in the habit of purchasing goods from this country at prices based on the United States dollar, and they naturally do not want drafts made out based on another currency with different exchanges. They are confused by this practice and never know just what prices the goods cost them until, after much trouble and bookkeeping, the proper calculations are made.

THE KEYNOTE OF SUCCESS

In dealing with South American merchants is "to save as much trouble as possible."

HOW TO REACH THE TRADE.

In the opinion of Mr. Swinden there is no question whatever that there is an excellent opportunity in Argentine, Uruguay and Paraguay, as elsewhere in South America, to extend commercial relations with the United States, but this can be accomplished only in either of two ways—by having an energetic agent, with a thorough knowledge of the Spanish language, sent direct by the exporter, with sufficient samples, for purposes of practical observation, or by engaging the services of a resident agent thoroughly familiar with every condition connected with the commerce of his country. To succeed by the first method the manufacturer should select not only one of the most intelligent and reliable men in his employ or that he can procure—not one who simply knows the Spanish language—but he should be a representative in the fullest sense of the term, with a thorough knowledge of the business and the goods he has to sell, whose judgment regarding credits would be sound, whose disposition would be to adapt himself to the custom of the country in selling his goods, rather than to insist upon the inspection of goods and the placing of orders according to the somewhat brusque fashion prevailing at home. This sort of man usually succeeds, because he soon comes to understand that his knowledge of people outside of his own country and of their methods of doing business is remarkably limited. Then he begins to learn something. Unfortunately we have not as yet established in this country a school of industrial instruction for foreign trade requirements, as was established in Germany many years ago, although we have a number of so-called foreign trade clubs and associations which are as yet of little or no practical value. The idea has been advanced that it would be of great, practical value to our manufacturers if institutions of this kind were to purchase for the benefit of its members samples of English, French and German articles which are selling regularly in those markets abroad where we would find active competition, and to advise those among the members who evince an interest regarding prices as to sizes and style of package and the conditions under which they are allowed entry into the different countries; in other words, to lend practical assistance in the furtherance of their interests. This would enable our manufacturers to determine in advance whether their goods could be profitably exported or not, or whether the style of their packages should be altered in any way.

ADVANTAGES OF A RESIDENT AGENT.

The second method, of having a resident agent, has many features of advantage where the agent can be relied upon to co-operate intelligently and diligently with the house he represents. Assuming that he is, first of all, a man of sterling integrity and with a commercial standing in his community, he should be alert for all trade opportunities and familiar with the best methods of introducing the various articles on a firm and substantial basis. Mr. Swinden believes that his firm embodies these requirements in the fullest measure, and submits letters from people of the highest standing in Uruguay attesting to his excellent standing there.

ADVERTISING MATTER MUST BE PROPERLY PREPARED.

Another point for serious consideration on the part of American firms, as pointed out by Mr. Swinden, is the useless effort to cultivate trade by the improper mailing of literature and the unsuitability of the literature that is so abundantly mailed. Merchants receiving such literature—provided they



E. B. SWINDEN,

Of Swinden & Acosta y Lara, Montevideo and Buenos Aires.

receive it at all—usually form a very low estimate of the goods offered or become prejudiced against the house sending it. Frequently the most elaborately prepared catalogue is mailed with insufficient postage, only to arouse indignation and disgust at our presumption when the postman offers it and demands the payment of twice the amount of the shortage. In any case the foreign buyer naturally prefers to buy only after the inspection of samples. But the limit of forbearance is reached when a firm in the United States sends into a Spanish speaking country a catalogue printed from beginning to end in English.

CARE SHOULD BE EXERCISED AS TO PERSONS RECEIVING PRICED CATALOGUES

Another very serious error, according to Mr. Swinden, is committed by many American firms in the sending of their catalogues, however well printed or suited to the country, to anybody and everybody asking for them, regardless of whether the inquirer is properly entitled to the knowledge contained therein as to the prices at which the articles in question sell to the trade. In most foreign countries, especially those of South America, those entitled to such information are usually, among drug houses and drug sundrymen, the larger ones who import direct from this country or elsewhere and supply the smaller dealers. Therefore, when every little dealer in the place,

as well as the larger ones, receive catalogues containing all needed information to make a purchase it frequently happens that the import house willing to take hold of the article in quantities is advised by the small dealer that he can get the same goods from the same sources at the same prices, less a liberal trade discount, which discount he is unwilling to even share with the house importing the goods. At the same time the retail dealer is wholly unprepared to import his own needed quantity, and so the manufacturer at home loses an excellent opportunity to find a good market because in many instances this practice decides the importer to have nothing whatever to do with the article.

"Little dependence should be placed upon the mere distribution of catalogues," said Mr. Swinden. "It requires the constant presence of a live man thoroughly conversant with the language and the usual methods of doing business, well acquainted with the merits of the article offered and able to explain its advantages. Competition abroad is as keen as at home. While there may be no active American competition in a given place, it is more than likely that similar goods made in France, Germany or England are on the ground and regularly in demand at prices even lower than those offered by American manufacturers. The difference, therefore, being solely or chiefly in the quality, it naturally follows that a personal argument is necessary to introduce the American goods.

PROPRIETARY ARTICLES AND PATENT MEDICINES.

"In the case of proprietary articles and patent remedies in the countries under consideration, it is absolutely necessary that in addition to having a stock of the goods in the hands of the local agent, provision should be made for the liberal distribution of samples with suitable literature in Spanish by hand from house to house, and for advertising the articles in the local newspapers while this is being done. Pamphlets should be translated at no matter what expense in order to convey the true idiomatic meaning as we understand it in English. On this point Mr. Swinden said: "The translations are often very indifferently and in some cases abominably made, with the result that those receiving them consider that the advertiser has attempted an insult to their intelligence through the presumption that they would not know the difference between good Spanish and bad Spanish. Such booklets for the Argentine Republic, Uruguay and Paraguay, which countries should logically be worked together from either Montevideo or Buenos Aires, would be subject to duties, landing expenses and other minor charges, which would be approximate to \$14 or \$15 per 100 kilos (kilo = 2.2 pounds), to which amount the sum of \$4 per 10,000 should be added for distributing them by hand in the more populous centers."

Unfortunately we have no parcels post provision with any of these countries at the present time, as is the good fortune of Germany, France and England in their relations with the whole of South America, but it is Mr. Swinden's intention to personally present the need for such an arrangement before the proper officials in Washington and to explain to the Department that the chief of the post office in Montevideo stands ready at any time to make such an arrangement with the United States postal authorities. Should he succeed it would mean an immense advantage in the matter of introducing many small American articles, especially in drug and kindred lines. To show how deplorably behindhand we are in this respect it need only be stated that to send the smallest sample into almost any South American country from the United States the cost for postage, with no assurances of safe delivery, would approximate the value of a full sized package of the goods, and in some countries, as in the interior of Colombia, it means the value three or four times over. Not infrequently it costs as much as \$12 to send a package worth \$4 to Colombia.

AGENTS.

In choosing a local agent for these countries—the River Plate countries—no manufacturer should overlook the importance of selecting one who has practical connections, which

means separate offices in both cities, not merely a correspondent in the one where his office is not located. The truth of any assertions on this head could easily be ascertained by addressing a letter to the American consul in Buenos Aires or Montevideo. We think it necessary to point this out as in many cases a great deal of trouble and inconvenience has resulted from giving the agency for the River Plate to Buenos Aires houses having no connection whatever in Montevideo, and who are, therefore, unable to properly handle the goods in the latter city without involving Montevideo buyers in an additional charge for transshipment when the goods might just as well have been sent direct to that city.

ANOTHER DANGER FOR EXPORTERS.

It sometimes happens that an exclusive agency has been granted to a wholesale druggist who either owns outright or controls one or more retail stores, using them principally as an outlet for various and sundry goods of his own exclusive importation. The disadvantages of this will be apparent at once to any keen observer. An example of what this may lead to is shown by the following circumstance: One of the large drug houses in South America found itself with a considerable stock of a certain article on hand which had an established sale and for which this house was the exclusive agent. Possibly the stock represented a direct consignment by the manufacturer with discretionary sales privileges vested in the agent. In order to move the goods quickly it occurred to the agent to make a drive at an especially low price, and he employed his several retail connections to carry out the plan. In consequence the price of this particular article was knocked down from point to point until the average dealer among the smaller druggists was unable to make any profit, and in some instances he was obliged to sell it below the cost price, the final result being that a concerted movement was directed against the American article in favor of one which then appeared on the scene, manufactured in Germany. We might mention a certain American food which is being put through this pace at the present time and also that of an established porous plaster which is meeting with substantially the same drawback in certain countries. To give the agency where there is no possible chance for trade jealousies to arise is a matter for first consideration.

PRICES.

It is inadvisable in most cases that the price be given at which the article should be sold unless that price provides for an exceptionally large profit to the importer and the smaller dealer; and even then it is not recommended, because prices stated in American money convey practically no meaning and only lead to an argument between the customer and the dealer as to its equivalent value and the amount of profit charged. Usually an article selling at \$1 in this country must be sold at an advance because of the various charges involved before it reaches the consumer, \$2, \$3 and \$4 not being infrequently the prices asked for a dollar article. It is, therefore, better to omit any reference to the price.

TRADE-MARKS.

In order to avoid trouble a registration of the trade-mark in all foreign countries where active operations are going on is a good precaution and is urgently recommended. Many instances could be cited to show that there is no question as to the advisability of doing this where a firm cherishes a permanent and unimpeded export business. A little precaution in the beginning may save much litigation afterward, followed, possibly, by utter defeat after a profitable trade is developed.

We cannot refrain from commenting in regard to this general export proposition upon the unbusinesslike, not to say uncharitable, position assumed by some of our manufacturers when interviewing a representative from some distant country who offers his services and produces every reasonable evidence that he is well prepared, well disposed and creditably acknowledged for the work he proposes to do on behalf of American manufacturers. Mr. Swinden has been frequently embarrassed in this way, and the conduct of some of our people upon whom he called was abrupt, searching and in some instances extremely offensive, without any cause whatever. The

trend of the inquiries led him to believe at times that he was a prisoner at the bar charged with some serious offense, rather than that he was a would-be benefactor, who took the trouble to come some 8,000 miles in order to personally explain wherein those firms upon whom he called could find a wider and very satisfactory market for their products. Surely such a trade emissary is entitled to an audience befitting a gentleman, especially when his credentials are as satisfactory as are those of Mr. Swinden, and we bespeak on behalf of these various visitors every consideration at the hands of our merchants.

An Interesting Commercial Map.

One of the largest maps in the world has just been installed in the office of Secretary Cortelyou, of the Department of Commerce, at Washington. It is known as a commercial map of the globe, and it probably contains more information of a commercial character than any other map ever made. Its dimensions are 16 feet long by 7½ feet wide, and the 16 sheets of the largest size hand made paper, of which it is made, were so delicately fitted together that it appears like one huge sheet.

The map was prepared by the United States Coast and Geodetic Survey, under the direction of Secretary Cortelyou, with special reference to the needs of his department. Practically all the large maps and atlases published in recent years were consulted in the compilation of names, shore lines and political subdivisions, with much additional information derived from detail charts, gazetteers and books of travel. The reports of the Board of Geographic Names were taken as authority for the spelling of names, but thousands of names are given which do not appear in these reports. Names which were thought to be of little value for the purpose of such a map were omitted, however, in order that those given might stand out with greater distinctness.

A unique feature of the map is the location of the continents, which is different from that shown on any other map or atlas heretofore published. It has been the custom of all map makers to show the Western Hemisphere at the left end of the map and the Eastern Hemisphere at the right, Bering Sea being the dividing line. On this map the American continents occupy the center, thereby permitting the entire Pacific Ocean and the trans-Pacific steamship and cable routes to the Philippine Islands and Hong Kong to be shown without a break in the center of the Pacific, as has always been the case heretofore. The Eastern route via the Suez Canal to the Philippines is also continuously shown.

Cities having a population of between 10,000 and 40,000 are indicated in a distinctive manner. All the United States consulates are given, as well as most of the consular and commercial agencies, and in those parts of the world where international complications are likely to occur all steamship ports are shown. All submarine cables are given, including the new cable between San Francisco and Manila, via Honolulu; the new cable between Victoria, B. C., and Brisbane, Australia, via Fiji Islands; the new cable between New York and Emden, Germany, via the Azores and Lisbon; the new cable between Port Natal, South Africa, and Perth, Australia; the new cable under construction between Seattle, Wash., and Sitka, Alaska and the telegraph line from Vancouver, B. C., to different points in Alaska, as Juneau, Dawson City, Valdez, St. Michaels and Nome. The Trans-Siberian Railway from St. Petersburg to Port Arthur and Vladivostok is given, as well as the route of the Cape to Cairo railway in Africa, as yet uncompleted, and the spur of the Manchurian Railway that is being built directly to the back door of Peking, via Rhaier and Ralgan.

The most difficult feature in compiling a map of this kind is in defining the political boundaries, which are as accurate as could be ascertained down to the very day the work was finished. Among the recent changes in boundaries may be mentioned the new Abyssinian boundary, the new arbitration boundary between Chile and the Argentine Republic, the new boundary between Brazil and Bolivia, the Anglo-Turkish boundary at Aden and the Spanish and French agreements on the west coast of Africa. There also is a question as to the polit-

ical status of certain other countries, as, for instance, the Province of Novibazar, between Austria and Turkey; the Egyptian Soudan and certain leased sections, as the locality of Lodi, between British East Africa and the Congo Free State.

American Cash Terms in the Orient.

Paul Nash, Consul-General at Bangkok, Siam, writes that there was recently received a letter from one of the most respectable Chinese firms in Siam complaining of the terms of American manufacturers as being "too strict and independent," in that they demand cash on all transactions in foreign countries. This is an excellent example of the attitude of wholesale and retail dealers toward the American trade, applying not only to Siam, but to the Far East generally—an excellent example of wasted opportunity on the part of our own manufacturers. Why should we be so suspicious? Business honor is much more universal than we seem to imagine. There is no reason in the world why the methods of the manufacturers and exporters of Europe, so successfully used in dealing with the Far East, should not be employed by Americans with equal success. There is no doubt much truth in the proverb, "He who goes slowly goes safely," but it is equally true that the manufacturer or business man who follows too closely this precept, much at variance with the push and go-aheadism which characterize us, generally finds himself the last in the race.

Political and Commercial Progress of Mexico.

Having noticed articles in many American papers to the effect that "Mexico is steeped with a revolutionary spirit" and that "it only requires the death of the present President to bring about a condition of instability and political contention such as existed many years ago," and having received many letters from American business men and prospective investors touching upon this subject, Philip C. Hanna, United States Consul-General at Monterey, Mexico, takes occasion in a recent consular report to set forth at some length the real stability of Mexican prosperity. He says:

The business men of Mexico to-day have faith in the solidity of the Government which Díaz and his legion of able advisers have founded. They believe that the building of this solid Government, for which his life's work is largely responsible, has been of such good material, from the foundation to the topmost parts, that it will endure.

There is no more of the spirit of revolution in Mexico to-day than there is in the United States. That spirit of unrest which existed in some parts of the Republic years ago is a thing of the past. . . . Mexico is bidding for industries and she is getting them on a large scale. Great factories are being erected in every part of the Republic and their products are being protected by the laws of the country. Hundreds of thousands of people who were once idle have learned to work in the mills and factories which have been started. Dividends are being paid to investors in these properties, and increasing wages to laborers, as they are taught to become experts, brings contentment and advancement to the laboring classes. Instead of living in hovels and huts, as in the past, they now live in neat little homes, wear good clothing and are well supplied with the substantial things of life.

The new tariff law which went into effect in April last especially benefited the iron and steel industries of this country. . . . The practical working is not only apparent in such industries as those mentioned above, but in the manufacturing of drugs, patent medicines and pharmaceutical supplies. For instance, patent medicines which have become famous in the United States and Europe and which, if shipped into Mexico, would be required to pay a high rate of duty are manufactured here in Monterey in laboratories established here by men who have worked in the laboratories in the United States and Europe where these patent medicines were first manufactured.

Steamship Lines to Mexico.

Mexico's great economic development has led several European countries to open direct communication with that country by establishing shipping lines so as to facilitate the exportation of their products to Mexican markets. Thus Germany, Austria-Hungary and Denmark have in late years opened such lines to Mexico. Besides the line of passenger steamships which the French conducted between St. Nazaire and Vera Cruz, the Hamburg-American Line now carries on a regular fast passenger service from Havre to Vera Cruz. The Compagnie Transatlantique Line has now also opened communication with Mexico, making the passage between Vera Cruz and France in about 12 days. Negotiations are pending to open a regular steamship service between Italy and Mexico, which undoubtedly will lead Italian emigrants to the latter country. In addition, two steamship lines to Mexico are planned, one to run between Belgium and Vera Cruz and the other to establish a direct connection between Canada and Mexico by running from Montreal to Vera Cruz.

Some Points to Be Remembered in Shipping Goods to Mexico.

The contents of *each* package must appear on the bill. For Mexico the *gross and net weights* of *each* package are required, besides net weight of each class of goods, should various goods be packed in one case. All packages must be distinctly *marked* and *numbered* as per margin, and the respective mark and number must distinctly appear upon the bill and ship receipt. *Exact gross weight* of each package must always be stated on *bill* and *ship's receipt*, or they will not be received. Every case must be well packed, nailed and strapped. *Separate bill* and *separate shipping receipt* will be required for *each* mark.

Germany's Chemical Industries.

Richard Guenther, United States Consul-General at Frankfurt, writes that Germany's chemical industries have in 1903 worked as profitably as in former years. Some of the largest joint stock companies declared from 24 to 26 per cent. dividends on their share capital, besides carrying heavy amounts of their earnings to reserves and liberally writing off on their real estate and manufacturing plant. In the manufacture of dyes (the product of coal tar, etc.) the German chemical works have almost a monopoly, supplying, as they do, their industrial competitors (England, France, Belgium, the United States, etc.). The same may be said of synthetic indigo, which at this day already supplies more than one-half of the world's entire use of indigo and will before long drive the natural article out of the market. A German chemical factory is now manufacturing synthetic camphor after a new process of its own, which, it is said, will have the same effect upon the camphor market as the introduction of the artificial indigo has had upon the indigo market.

French Customs Tariff.

The general customs tariff in France provides for the importation of foreign pharmaceutical specialties, in the paragraph "Compound Medicines, unnamed (without proprietary name)." The tax is 20 per cent. ad valorem in the general tariff and 15 per cent. in the minimum tariff.

Importation must not take place without the consent of the Ministers of Commerce and Finance.

Under a strict interpretation of the law, importation should be refused to any specialty not listed in the French or foreign pharmacopœias, but this rule appears to be interpreted liberally, and a medicine is not always refused, even if it does not bear the exact form and name it bears in some pharmacopœia.

Requests for admission must be presented to the Minister of Commerce and contain the composition of the medicament, the name under which it will be offered to the public, its name in the pharmacopœia where it may be found, and finally the sale price. Samples should accompany the request for admission.

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TABLE OF CONTENTS.

EDITORIAL COMMENT.....	37
EDITORIAL:	
Suicide Among Pharmacists.....	38
ORIGINAL COMMUNICATIONS:	
Water Analysis, by James O. Jordan.....	39
Carbolic Acid and the Poison Law, by E. C. Goetting.....	40
A Treasure in Type, by Ralph B. Gable.....	41
A New Cold Cream Formula, by M. D. Holmes.....	42
NEW REMEDIES OF 1903-1904.....	42-44
CREAM OF CURRENT LITERATURE:	
A Reaction for Veronal, Reaction of Quinine Salts With Bromine Water, The Gum of Mangifera Indica, Adulteration of Sodium Carbonate With Sodium Sulphate, Fructol and Werderol, Preservatives for Fruit Juices, Painless Pencils of Copper Sulphate, Cooling Suppositories Without the Use of Ice, The Solubility of Phosphorus in Different Oils, Cello-tropine the Monobenzoylester of Arbutine, An Improved Method of Preparing the Ointment of Yellow Mercuric Oxide, Emulsion of Creosotal.....	45
The Preparation of Muilage of Gum Acacia, The Estimation of the Amount of Phosphorus in Phosphorated Oils, Incompatibility of the Salts of Bismuth With Alkaline Iodides, Preparations of Witch Hazel, The Presence of Formaldehyde in Milk.....	46
The Detection of Urobilin in the Urine, Incompatibilities of Acacia Due to Its Oxidizing Properties, A New Method for the Quantitative Estimation of Tartaric Acid.....	47
QUERIES AND ANSWERS:	
Keratin Coated Pills, Liquor Arsenici Chloridi, Kephir; Mat-zoon, Cement for Rubber Hose.....	48
Perfumed Toilet Ammonia, Glycogen, Method of Removing Stains of Collargol from Linen.....	49
CORRESPONDENCE:	
Mr. Remington Makes a Correction, Elixir of Iron, Quinine and Strychnine.....	49
BOOK REVIEWS:	
Herald's Thought and Culture, Chicago Veterans' Anniversary Volume, Lent's Being Done Good.....	50
DEPARTMENT OF BUSINESS BUILDING:	
A Follow-up Idea, Vile Advertising.....	50
THE NEWS OF THE DRUG WORLD.....	51-54
REVIEW OF THE WHOLESALE DRUG AND CHEMICAL MARKET.....	55, 66

EDITORIAL COMMENT.

The beginner in pharmacy will be somewhat cheered to learn, through the testimony submitted in a recent lawsuit, that the net profits of a certain Broadway drug store for a period of thirteen years amounted to \$138,577.08, this in addition to paying the manager \$125.00 per month. It is true, of course, that there are not many drug stores that can make such a showing. Furthermore, the accuracy of the statement as to the

amount of the profits is denied by one of the parties at issue. Even allowing a few hundred for inaccuracy, the sum has a most cheerful and pleasing ring.

THE POLITICUS
PHARMACEUTICUS.

We print in another column a spicy interview with a representative of the New York Retail Druggists' Association representing the criticisms which have followed the recent board election. Whatever may be said either for or against the proposition of changing the method of selecting the members of the board, Mr. Marmor certainly presents a strong argument in favor of the extinction of what he cleverly terms the "Politicus pharmaceuticus," and in favor of a united effort to do away with factions in metropolitan pharmacy.

THE PURITY OF
THE SODA FOUNTAIN.

The Excise Commissioner of the State of New York, a most enterprising gentleman, brings the charge that "the harmless, necessary" soda fountain is being diverted from its proper and legitimate function as a purveyor of the cooling but innocuous beverages, which cheer but do not inebriate, and is being made the medium for the dispensing of what, in the vulgar parlance of the day, are denominated as "hard drinks." Let us hope that this charge is not substantiated, for it is highly desirable that the purity of the soda fountain should be maintained, both for the good of the community and the welfare of the soda water dispenser.

MR. E. Z. MARK.

The retail druggists seem to be looked upon as an easy mark by the public generally and more particularly by that portion of the public which depends upon its wits for its livelihood through the appropriation of unconsidered trifles. The climax of assurance was reached recently by a sneak thief in Brooklyn, who offered to sell a retail druggist a box of cascara, which he had purloined from the same druggist only three days previous. We also have to record a recurrence of the telephone swindle in Cleveland, where druggists have been caught by a clever sneak thief who uses a telephone as a part of his game. We commend to all druggists in similar emergencies to that in which Mr. Canis found himself, as recorded in our New York news items, resort to the ammonia bottle, the virtues of which as a weapon of offense and defense were ably demonstrated by J. Fred Windolph in Brooklyn some years ago.

THE A. PH. A.
MEETING.

The details regarding arrangements for the meeting of the American Pharmaceutical Association at Kansas City, from September 5 to 10, appear in our news columns. Notwithstanding the distance to be traversed in order to reach the meeting place, interest in the meeting appears to be quite general in the East, and it is confidently expected that a large delegation will attend. The St. Louis members would be pleased to entertain the visitors on Sunday, September 4, and it has been proposed that the visitors from the East time their departure so as to arrive in St. Louis on Saturday, September 3, devote that day and evening to the Fair, spend Sunday, September 4, in sight-seeing in St. Louis under the ciceronage of the local druggists, departing for Kansas City at 11.59 Sunday evening, and arriving at the place of meeting at nine o'clock Monday morning, September 5. It is an open question whether the majority of members would prefer such an arrangement as proposed or whether they would prefer to go straight through to Kansas City without stopping over at St. Louis en

route, devoting to the exposition such time as they may have to spare after instead of before the Kansas City meeting. All in the East who contemplate going would confer a favor by expressing their preference in this matter in a note addressed to Caswell A. Mayo, member of the Transportation Committee, 66 West Broadway, New York.

THE N. A. R. D. MEETING.

Three main topics will be brought forward for discussion at the St. Louis meeting of the National Retail Druggists, which opens on October 10. These are the inauguration of a Bureau of Trade Promotion, an increase of dues to either \$4 or \$5 per annum, and the extension and perfection of the serial numbering plan. The leaders in the Association have never been more active and enthusiastic than now, and the reports from all over the United States indicate that the enthusiasm is by no means local. It is confidently expected that the meeting at St. Louis will be the largest and most important in the history of the organization, and every local association throughout the United States should make it a point to be ably represented on the floor. The World's Fair rates made by the railroad will enable delegates to travel in an economical manner, and the many attractions offered by the exposition will undoubtedly be a factor in inducing representative men to accept the position of delegates to the Association.

Suicide Among Pharmacists.

It is not our purpose to discuss here the ethics of suicide, nor to point out the causes of the increased frequency of self-murder among professional men of to-day. This question is so intimately connected with the present economic status of professional men, together with the increasing difficulty of living the strenuous life of our times, that it would be entirely beyond the limitations of space and time to go into a discussion of it here.

A series of interesting facts have developed recently, however, in a statistical study made in France (*Journal de Médecine de Paris*), covering 14 years, regarding the frequency of suicide among pharmacists. From the figures published therein, pharmacists of all nations may take consolation, for suicide is less frequent among them than among other classes of men, the ratio being only 2.05 per 10,000, instead of 2.1. The fact that pharmacists possess unusual facilities for suicide must be considered in this connection, and must give weight to this slight difference in the percentages noted in this statistic.

Yet a discouraging fact cannot be overlooked, and that is, that during the past few years the frequency of suicide among pharmacists is increasing, just as in other professions, so that statistics of 1888 show 6.3 per 10,000; those of 1895 show 13.6 per 10,000, and those of 1898 and 1899 show 15.5 per 10,000.

We may note also that, as may be expected, the mode of suicide chosen by pharmacists in preference to others, is by poisoning. Of 100 suicides among men, as distinguished from women, 61 occur by hanging, 15 by firearms, 12 by drowning and 2.5 by poisoning. Against this we have the enormous proportion of 56.7 per cent. of poisonings among the suicides of pharmacists during the 14 years under review. This varied, however, in different years. So, for example, in 1888 poison was used in over 80 per cent. of suicides by pharmacists, while in 1899 firearms were employed more extensively, so that only 50 per cent. used poison and 33.3 had recourse to the bullet.

The fact that most pharmacists commit suicide between the ages of 20 and 30 years shows that in most cases the act is prompted by despair at failure in their profession.

THREE GREAT NUMBERS.

On September 5 - - - Special Exposition Number.
On October 17 - - - Special N. A. R. D. Number.
On November 21 - - - Special N. W. D. A. Number.

These three issues of the *AMERICAN DRUGGIST* offer a remarkable opportunity to advertisers to place their announcements before the drug trade of the Americas. Each issue will be full of matter of the keenest and most vital interest to the entire drug trade, and every druggist in the United States given a good rating by the commercial agencies will receive a copy.

The *Special Exposition Number* of September 5 will comprise a pharmaceutical handbook of the Fair, in addition to its regular quota of interesting matter.

The *Special N. A. R. D. Number* of October 17 will give a full and vivid account of the proceedings of the annual convention of the National Association of Retail Druggists, to be held in St. Louis, from October 10 to 14. This meeting is one that will be fraught with vital consequences to the entire drug trade of America, and every detail will be read with keenest interest.

The *Special N. W. D. A. Number* of November 21 will present a clear, distinct, well digested account of the proceedings of the National Wholesale Druggists' Association, to be held at New Orleans from November 14 to 18. The proceedings of this meeting will furnish a clew to the attitude which the wholesale drug trade will take toward the plans adopted by the National Association of Retail Druggists at the October meeting, and will therefore be of paramount interest to the retail as well as to the wholesale drug trade.

An advertisement in these three issues will reach the eyes and command the attention of all the enterprising druggists in the United States.

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Inclosed find check for \$1.50 in payment for the *AMERICAN DRUGGIST* from January, 1904, to January, 1905. I want to say that I get a great many points of information from reading the *Druggist* and anxiously look for each new number.

W. A. CRAIG.

CLINTON, KY.

Pleased With Handy Guides.

Inclosed find 25 cents for which please send me half a dozen copies of your "Guide to the Newer Remedies of 1902-1903." I was very much pleased with the "Guide to the Examination of Urine," received some time ago. Wishing you all success,

J. CLARENCE FITCH.

Philadelphia, May 19, 1904.

The Composition of Endermol.

We are asked by Schering & Glatz, the introducers of Endermol, to correct a statement made by us in a previous issue regarding the composition of that substance. We suggested that Endermol was a compound of stearic anilide and petrolatum, and Schering & Glatz advise us that this assumption was erroneous, Endermol being, as they state in their circulars to the trade, "a compound of stearamide with hydrocarbons of the paraffin series."

(Written for the American Druggist.)

WATER ANALYSIS.

BY JAMES O. JORDAN, PH.G.
Boston, Mass.

The usual desideratum of a water analysis is to ascertain the fitness of a specimen for domestic use. Waters usually contain gaseous and solid foreign matters in solution and suspension, and in varying quantities. The term "pure" as applied to waters ordinarily indicates that these alien substances are not present in such amounts as to be injurious to health. Other classifications are "normal" and "safe." Waters which do not come within the limitations for wholesomeness may be classified as "suspicious" or "impure." The determination of the quantity and nature of these foreign ingredients, and the proper interpretation of these data are problems for the analyst, and the wider his experience the greater the weight to be attached to his opinion, oftentimes based on proof purely circumstantial. The analysis to be of value must be correctly construed; in this respect it differs from a statement of fact like that, for instance, involving the percentage of ferric oxide in an ore.

Due consideration should also be given to the attendant conditions: thus location, season of year, and the proximity of sources of pollution are important factors; therefore the fullest possible history is essential.

To illustrate, the amount of chlorine in a water in close proximity to the sea shore is relatively large and usually without significance, while the same quantity in an inland water would be indicative of sewage contamination. A pronounced odor, or taste, or a marked color occasionally affords confirmatory evidence as to the nature of the pollution, but the purity of a specimen cannot be indicated by the absence of odor, color, or a disagreeable taste; for waters minus all of these factors may be deleterious. Waters are also occasionally contaminated with injurious metallic impurities.

Water contains animal and vegetable organisms, both dead and living, and this organic matter may be either in solution or suspension. The animal organic matter is most dangerous from the likelihood of excretory origin and impregnation with disease germs. The organic matter from either vegetable or animal sources is essentially composed of carbon, hydrogen, nitrogen, and oxygen. When dead, by the influence of bacterial action, it undergoes slow oxidation forming carbon dioxide and ammonia, which latter is in turn converted to nitrous acid and finally to nitric acid. Ammonia and nitrous acid are transitory products, and nitric acid a final result. These acids unite with the bases present to form their corresponding salts. This oxidation is advantageous, since ammonia in the form of nitrate is absorbed by growing vegetation. These nitrates, however, may be reduced to nitrites and even to free nitrogen when given the proper surroundings; such as, absence of plant life, or deficiency of oxygen, with a fresh supply of undecomposed organic matter and certain bacteria.

The amount and form of the nitrogen in water is of importance. The undecomposed nitrogen of the organic matter is determined as albuminoid ammonia (organic nitrogen), and the oxidized, or partially oxidized portion, as free ammonia, nitrites and nitrates.

The organic matter in water is also determined by treatment with potassium permanganate for the amount of oxygen consumed, and indefinitely by heating the "fixed residue" to dull redness for the amount of "volatile residue."

COLLECTION OF SAMPLE.

It is important that the specimen be a representative one and be taken under conditions which make contamination impossible. If from a pump, or pipe, enough water should be drawn off to remove the immediate contents before taking the sample. River or pond water specimens are best secured by plunging a bottle beneath the surface at some distance from the shore. Only clean glass bottles, or demijohns, should be used for containers. Glass stoppered bottles are preferable, but clean corks may be used. The ordinary five-pint bottle is convenient for this purpose, and this quantity is ordinarily sufficient for examination. The clean containers should be

well rinsed with the water under consideration, then filled and securely stoppered, either with twine above, or by capping with a clean cloth, chamols, or stout paper, subsequently tying.

It is important that the analysis be made as soon as possible after the taking of the specimen, owing to the instability of the organic substances which may be present. The water, either clear, or turbid, should be used in its original condition for determining the nitrogen present, as ammonium compounds, and as organic matter, and for its oxygen consuming power. The specimen should, however, be clear for the other determinations: turbidity being removed, either by standing, or filtration, through heavy filter paper; the latter being first washed with ammonia-free water.

In the analysis of water too much emphasis cannot be placed upon the importance of cleanliness both of apparatus and of surroundings, as the substances for which tests are made are, at the most, present in only small amounts, and without proper care and precautions erroneous factors result. The flask or retort and condenser used in the distillation should be employed for this purpose alone, and when there is available room are best kept "set up" continuously. Before beginning an analysis the apparatus should be freed from ammonia by distilling 500 Cc. of water until a portion of the distillate (50 Cc.) gives no reaction with Nessler's reagent, as described later. Then remove the water—which may be saved, being ammonia free—from the flask. The apparatus is then ready for the test in hand. Greater accuracy is possible if the other glass utensils are used exclusively for this work, and these should be thoroughly rinsed, either with ammonia-free water, or with the sample under investigation, when it can safely be done, as when measuring a quantity for a determination.

WATER FREE FROM AMMONIA.

A necessary essential is an ample supply of ammonia-free water; the ordinary distilled water not conforming to this requirement. A satisfactory method is to redistill ordinary distilled water, or water distilled with a trace of sulphuric acid in the retort to fix the ammonia compounds, from a solution of alkaline permanganate. The first portion of the distillate should be rejected; then test successive portions with Nessler's reagent; when no color appears, begin the collecting of the water, only the middle portion being retained. This distillate should be kept in glass-stoppered bottles. Ordinary distilled water may be made ammonia free by adding to a liter 0.060 Gm. of sodium carbonate and concentrating by boiling to about 750 Cc.; it should be tested with Nessler's reagent, however, before being used in an analysis.

NITROGEN AS FREE AMMONIA AND AS ALBUMINOID AMMONIA.

The presence of ammonia does not necessarily mean pollution from animal organic matter, as it is dissolved from the air by rain and may also be formed by the decay of vegetable organisms. It is usually present as chloride or carbonate, and of itself is not injurious. It is not found in large quantities in good waters, and in appreciable amounts may indicate sewage or the presence of organic matter undergoing decomposition. Growing vegetation usually takes up ammonia, whatever its source, in the form of nitrate from surface waters. But when formed from sewage under conditions unfavorable to oxidation (as deep wells, absence of air, light, and growing vegetation) it is yielded in large amounts. Deep artesian wells occasionally contain an excess of ammonia, probably from reduction of nitrates. This would point to previous contamination, but these waters are not necessarily harmful unless accompanied by more than traces of organic matter.

By boiling the "free ammonia," undoubtedly in the combined state as carbonate or chloride, is driven out with the steam (the heat decomposing these compounds), and is condensed in the distillate.

(To be continued.)

A Welcome Visitor.

The AMERICAN DRUGGIST is the best paper that we take, and we all enjoy it very much. We are always glad to see it arrive.
HUMPHREY BROS.

Bristow, I. T., April 28, 1904.

[Written for the American Druggist.]
CARBOLIC ACID AND THE POISON LAW.

By E. C. GOETTING,
 New York.

My attention has been called to an article in one of our daily papers, in which, under the heading: "Carbolic Acid the Favorite Poison of Those Tired of Life," reference is made to the sale of carbolic acid, and to the fact that by far the largest number of suicides are committed with carbolic acid. The article goes on to state that the Health Commissioner is about to start a crusade against the indiscriminate sale of carbolic acid, that in his opinion the druggists are indirectly responsible for the calamity, as everybody, even children, could easily get carbolic acid in drug stores, and that as a matter of precaution diluted acid only should be sold in drug stores. Of course, it is always the druggist who is attacked whenever there is the least chance to do so, but I have no doubt that the Commissioner, if he will investigate the conditions a little more closely, will change his views materially, not alone in regard to stopping the sale of carbolic acid, but also in regard to the "indifference and carelessness" of druggists.

THE SALE OF POISONS A SOURCE OF WORRY.

The sale of poisons has at all times and in all countries been a constant source of worry to the druggist. He is continually threatened with unpleasant notoriety and damage suits, and for this reason is much more careful regarding the sale of poisons than the law requires. Very often a druggist refuses to sell a certain poison or drug, when there is the least suspicion or doubt in regard to its use, but as a reward for his carefulness he receives nothing but insults and impertinence.

It is true that the sale of carbolic acid has increased immensely during the last five or ten years. It is used all over the city in private houses and flats in all forms, diluted, concentrated and in the crude state. Principally it is used as a disinfectant in case of sickness, and for the removal or prevention of odors of any kind, be it from old garbage or from a dead mouse under the floor. It is also used for the disinfection of sinks and closets, for the destruction of insects and largely diluted with water for douches, washing wounds, etc. In fact, everybody knows and uses carbolic acid. The public has been taught to use it, in many cases has been forced to use it by order of our Health Department. It has no doubt saved many lives, and a physician called to a sick bed would be rather surprised not to find a bottle of carbolic acid in the house; it would probably be the first thing he orders, perhaps verbally and only with verbal directions.

Thus carbolic acid has become a general indispensable household article, and I think it an immense task to stop or limit the sale of it. Somebody should invent or discover some harmless drug which is colorless, has the same disinfecting, deodorizing and healing properties without being injurious, without being irritating to the respiratory organs, and which at the same time is cheap enough to be used generally even by the poor.

It seems that the only reason for the Commissioner's crusade against the sale of carbolic acid is that people may commit suicide with it.

Anybody who wants to kill himself can find means to do so, even without carbolic acid. He can go to any pharmacy and buy any poison, write his name in the poison book, and take the poison even in front of the druggist. Those who wish to kill themselves will find a knife, pistol, an open window or a gas jet to accomplish their aim.

DILUTED ACID A POISON.

The Commissioner suggests the sale of diluted carbolic acid, instead of the concentrated. It must not be overlooked that diluted carbolic acid is also a deadly poison, perhaps even more deadly than the concentrated. A small cup full of a 5 per cent. solution would surely be a fatal dose, and even the 2 per cent. solution as prepared by Squibb and sold in quart bottles, taken by the glassful, may cause death. Diluted acid has only the advantage that it does not burn the skin when applied externally or accidentally spilled, and this may serve as an argument in favor of the proposed law. The druggists are also criticised

for selling carbolic acid to children. This, of course, has nothing to do with the suicide of grown people, but I wish to say a few words about it. I admit that poisons, carbolic acid, etc., as well as pistols and fireworks, should not be handled by children, but by the very fact that for many years no case has been reported of a child having hurt or poisoned itself with carbolic acid by carrying it from a drug store to the house, it is clearly revealed that the druggist is not careless, but carefully discriminates when he sells carbolic acid to his customers. I regret that the same cannot be said of dealers in pistols and fireworks, as thousands of children yearly are hurt (1400 in New York in one day) by the indiscriminate sale of revolvers, treacherous toy weapons and fireworks.

POISON LAW DEFECTIVE.

I gladly admit our poison laws (Penal Code) are defective, and should be changed. They may have been suitable under former conditions, for people living 30 or 50 years ago, but at the present time, when the advance in science and technical skill has greatly changed our habits and mode of living, when everybody is continually warned to look out for himself, when, in fact, any day he may lose his life in overcrowded trains or boats, in public streets with automobiles and electric cars, moving at a rapid gait—I say, under these conditions, it seems rather ridiculous to object to or prevent a person from buying a poison which he wants for a legitimate purpose for fear that he might kill himself with it.

No poison law can be made which will prevent people from committing suicide. Poison laws are solely preventatives of accidents and crimes, precautions to keep dangerous weapons out of the hands of the careless and ignorant and to guard the public against the habitual use of dangerous drugs; but they should at the same time rest on a broad and liberal basis and not treat the public like a lot of children who must be watched at every step they take.

GENERAL RECOMMENDATIONS.

I strongly recommend a poison law which will permit any person to get certain poisons, provided he knows the nature of the drugs and wants them for a legitimate purpose, but it should be distinctly understood that the sale of such a poison for a legitimate purpose is a lawful act, and that nobody but the buyer shall be held responsible for any accident or any unlawful deed which may be committed with it. Poisons sold under these conditions should include drugs and chemicals used for technical purposes, such as potassium cyanide, arsenic, Paris green, acids, etc., drugs and preparations for disinfection and destroying of insects, as, for instance, carbolic acid, zinc chloride, sugar of lead, zinc sulphate, larkspur, hellebore, chloroform, ether, etc. These poisons should be sold in original containers or in dark bottles of a shape different from other bottles, such as are used for harmless household articles, or in a box of any material with a label affixed to it which prominently shows the word "poison," with skull and bones, and not only the name and address of the druggist in print, but also the date of the sale, the name of the poison and the purpose for which it is to be used, written in ink by the druggist at the time of the sale. The selling of poisons without these precautions should be fined heavily. All other dangerous poisons, such as chloral, laudanum, morphine, cocaine, veratrine, croton oil, ergot, gossypium, etc., should not be sold at all at retail, except on a physician's, dentist's or veterinary surgeon's order, to be filled once only, the order to be retained by the druggist with a provision for a heavy fine or imprisonment for a physician, etc., who acts as an agent to procure these drugs for others for unlawful purposes. Special provisions should be made for the sale of ergot to midwives and laudanum, aconite, etc., to livery stables. Wholesale dealers and paint dealers should be subject to the same law unless the sale of the poison is made to a person known to them as a dealer in such poison and having a license to deal in them or being entitled to use them in his lawful business.

SELLING POISONS TO MINORS.

Finally, I wish to say a few words in regard to selling poisons to minors. It is a fact that mothers frequently send

children to a drug store for carbolic acid or oxalic acid when they want to use the article at once and cannot leave their apartments. This in some instances probably cannot be avoided, and when the parents do not hesitate to intrust their children with a commission of this kind, I cannot see why the druggist should suffer the consequences. I should, therefore, suggest a provision to be made that poisons must not be sold to children except on a written order from their parents, stating the quantity of the drug and its use, and that it be clearly understood that not the druggist, but the parents, are responsible for any accident which may happen with it.

For a speedy and equable enforcement of this provision and other parts of this poison law, I would suggest that a copy of the same or part of same should be sent to every family in the same manner as ordinances for cleaning sidewalks or selecting garbage are frequently made known to the public.

I am well aware that no poison law can be made which covers all cases and fits all circumstances. Some of the suggestions which I have made in the foregoing article may be found defective, and, if so, should be corrected, but my intention has been to suggest a liberal poison law with as little red tape as possible, and with the responsibility placed at the proper door, the public being warned and reasonably guarded against injury from their own acts and from those of others.

(Written for the American Druggist.)

A TREASURE IN TYPE.

BY RALPH B. GABLE.

The steamer "Northwest" was plowing the waters of that magnificent inland sea, Lake Huron. I had been talking for some minutes to Dr. Julian Baird, of the Massachusetts College of Pharmacy; W. H. Burke, of Detroit, and Wm. Kirchgessner, of Grand Rapids, when I spied some other friends down toward the middle of the boat. I joined them, and after the first formal greetings we talked of the prospective meeting of the American Pharmaceutical Association at Mackinac Island, for it was Sunday, August 2, 1903, and we, as well as many others at that time, were hastening toward enchanted Mackinac. Presently the talk drifted toward the membership question. It was an interesting point for me, as I had prepared a paper, which I afterward read at Mackinac, on securing a larger membership. Before the last cigar had been tossed aside that Sunday night I wished I could write my paper over again. Not that I had changed my mind as to the potential value of the plans I had in view. I simply felt that I had been enriched by new material which might in some way have been added to my paper. I felt somewhat like the after-dinner speaker who always forgot to tell his best jokes.

A PROFITABLE INVESTMENT FOR A BUSY MAN.

I was told about a pharmacist located in one of the large cities of the Middle West. He controls the policy and directs the course of four thriving pharmacies. Of course there are managers at three of the stores, but the man I refer to still has responsibilities connected with all of the stores. He has under him a total force of 65 employees. It is fair to assume, therefore, that he is a pretty busy man. But he is not too busy to give up some time each year to association work. In fact, he says he would as soon think of omitting attendance at A. Ph. A. meetings as to allow his fire insurance to lapse. He says he learned enough and got enough new ideas at the meeting in 1902 to pay his expenses three times over. I was curious to know whether that remark was an exuberant generality, or whether there was an actual basis for it in fact. So I evinced my interest, and very soon learned that the man had arranged a credit as well as a debit side in keeping track of expenses connected with the association.

"I don't attempt to credit up everything I catch," he said. "That would be impossible. One can't put a definite value on some things any more than one can gauge the worth of the affection or evaluate an improvement in health. There are different things that I learn on which I can't put a money value at once. I only know that certain ideas gathered through the association help me in having certain duties attended to with greater celerity, or help me in maintaining more

systematic methods. Then again, I come in possession of fragments of knowledge which are helpful in my contact with physicians, in my prescription departments or in the laboratory. I credit these ideas to the association. As time goes on I can assign at least an approximate value to the ideas; some of them are the means of saving money not only for the time being, but will continue to save me money. I may gather some new ideas about the disposition of stock or about making galenicals. I may learn how to make some popular elixir or syrup by an improved method. This is all jotted down on the credit side of my notebook. Yes; I carry a notebook constantly, and it has been a splendid thing. Memory is rather treacherous, and the busier I get, as the years go along, the less I seem to remember and the more I need the help of my memorandum book. The actual money value of points that I gathered at Philadelphia is more than three times my expenses. This does not include anything to which I have given an arbitrary or a fanciful value. It represents extra money that I have either saved or earned during the past year due to plans, ideas or information derived from my Philadelphia trip. I'm satisfied with that showing. I don't accomplish that much every year, but I am willing to take my chances on learning one thing, at least, which will help me to conduct my stores more successfully. At any rate, I always keep in mind that some things have come to me through the association which possess a definite value not only in the year I adopt them, but they are worth something each future year."

The earnestness and enthusiasm of that man furnished a magnificent argument for a larger membership in the A. Ph. A. He, too, had looked coldly on the question of membership for some years. He couldn't see where the benefit would come in, but he finally joined one year when the association met near his home city. The following spring he received the "Proceedings"—a volume of almost a thousand pages. Each succeeding year another volume comes to him and his library becomes more valuable to him, more helpful to his assistants and more impressive to his circle of physicians.

INFLUENCE OF A LIBRARY ON PHYSICIANS.

I refer to the influence of a library on physicians for reasons which I will mention.

I met a physician several years ago who had moved, about ten years prior to that time, from an Eastern town to one of the cities of the far West, then growing with marvelous strides. He told me that one of the first things he did there was to make the acquaintance of a number of pharmacists, and while doing so had made a mental inventory of the books and works of reference which they possessed. He said he didn't believe any druggist could be a trusted lieutenant to him who had nothing but a dog-eared Pharmacopœia, a dispensatory out of date and some price-lists. Before very long this physician, who was a specialist, built up a splendid practice. His influence and the bulk of his prescriptions went to a pharmacist who was a member of the A. Ph. A. and who had a number of volumes of its "Proceedings." It was the books of that pharmacist which secured for him the friendly influence of the physician in question, and perhaps of numerous other medical men.

I attended a meeting of a medical society a few months ago. Between sessions I came across a group of physicians who were discussing changes in medical practice. Presently the talk drifted to drug stores and druggists, and ultimately to what one physician termed "book worms."

THE "PROCEEDINGS" AS A BOOK OF REFERENCE.

"I have an obvious interest in the correct compounding of my prescriptions," he said, "and I like to feel that I have the co-operation of a man who reads. I may be finicky, but nevertheless I imagine that a man who doesn't have good reference works, who doesn't read his trade journals, can't really keep up to date. Now, sometimes I want to make a mixture containing some relatively new drugs. I find myself halting and hesitating as to whether there will be some incompatibility. When this occurs I go to Mr. ——. If he cannot answer me offhand, he takes down his "Proceedings" of the A. Ph. A. and sets me right in a minute."

It sometimes leads one woefully astray to reason from isolated cases to general principles. Nevertheless, is it not fair to assume, from these two cases, that there may be a great many physicians who can be favorably influenced by the books on your shelf?

ADVICE FROM THE BEST SOURCES.

Aside from this phase of the matter, however, let us consider how the "Proceedings" may serve you in a direct and active way. How many drug stores do you get inside of in the course of a year? I put this question to 18 druggists. Three of them had been in one or two stores; the other 15 had not been in a pharmacy outside of their own for over a year. And there are thousands more like the 15 I mention. For all these thousands the volume of "Proceedings" opens the doors of some of the best pharmacies in America. It tells about new and approved devices for the laboratory; about improvements in apparatus for the prescription counter; about keeping track of records needed in a pharmacy; about the best methods to file prescriptions. It gives you hints and helps in pharmaceutical bookkeeping. It gives suggestions, based on ripe experience, on building business, both by contact with physicians and by printed advertisements. It tells how others have successfully developed business in home remedies and toilet accessories. It gives formulas that have been tried and that are employed by expert pharmacists—by men who cater to the wants and wishes of the most noted physicians in the country. There is not a phase of present day pharmacy that the "Proceedings" does not touch and illuminate. I am purposely leaving out of consideration references to the records and recitals of research work. That is of indirect and ultimate value. I want to bring the clear conviction that the "Proceedings" has an immediate and a material dollars-and-cents value—at the counter; in prescription work; in the laboratory.

Have I interested the reader by these statements? If so, let me send him an application blank for membership in the A. Ph. A. The annual meeting will be held in Kansas City September 5. I am on the Membership Committee and shall be delighted to forward applications to the chairman, Wm. Mittelbach, Boonville, Mo. The annual dues are but \$5, which entitles members to a bound volume of the "Proceedings"—a veritable treasure in type.

A NEW COLD CREAM FORMULA.¹

By M. D. HODGES.

"Beauty is woman's chief charm." From prehistoric days to the present time it has been a custom for members of the fair sex to indulge in the use of cosmetics for the purpose of preserving and beautifying the complexion. As the use of these preparations only adds to the beauty of the fair ones, I willingly submit to the members of this association my formula for cold cream. This formula I have used for several years and find it to make a light, permanent preparation.

To prepare a light cold cream I have found that success lies in two essentials—viz.: a good egg-beater and plenty of elbow grease. I hope my brother druggists will find this formula of some service.

FORMULA.

Liquid albolene or white paraffin oil.....	Oil
Paraffin	3iv
White wax.....	3ij
Perfume to suit.	

Melt the paraffin and white wax on a water bath, then remove from the fire and add the liquid albolene, beating the mixture briskly until nearly cold. Add perfume and transfer to suitable jars. For the general trade I would suggest either oil of rose or oil of rose geranium as perfume.

Since druggists are often appealed to to supply afflicted young folks with a cure for pimples, it is of some interest to note that a few days ago a man was admitted to the Cincinnati City Hospital, who had been driven insane because he could not be cured of pimples.

NEW REMEDIES.

Introduced Since June, 1903.

(Continued from page 5.)

Isopral is a new hypnotic, which is chemically trichloroisopropylalcohol. It occurs in fine prismatic crystals, which fuse at 49 degrees C. It is less soluble in water than chloral, nevertheless it affords a 3.35 per cent. solution at 19 degrees C. It has a camphoraceous odor; its taste is aromatic and somewhat irritant, producing a burning sensation followed by anesthesia of the parts touched. It is said to be twice as powerful as chloral, while less toxic.

Jecorol is a name applied by the firm of C. Fr. Hausmann, Saint Gall, Switzerland, to a chocolate emulsion of codliver oil, which is put up in different combinations, as—

Jecorol guaiacolate, containing 2 per cent. of guaiacol carbonate.

Jecorol iodide, containing 10 per cent. iodipin.

Jecorol lecithinate, containing 0.6 per cent. of lecithin.

Kalodal is the name adopted by the Hayden-Radebeul Chemical Works, Dresden, for an albuminous compound prepared from meat, which lends itself well to hypodermic use and for exhibition by enema as a nutrient. It is described as a light yellowish-brown powder, which yields an almost odorless and tasteless solution. It is asserted to contain 95 per cent. of readily soluble albuminoids in easily assimilable form, together with small quantities of meat salts (phosphates, traces of iron and 0.2 per cent. sodium chloride).

Kolkodin, a remedy for colic in horses made by Ernst Heuschkil, Dresden, contains 60 per cent. arsenic acid and 40 per cent. cane sugar.

Koryl, a compound of ortho-phenol-sulphon-borosalicilic acid with iodomenthol 1 per cent., was formerly known by its longer name. It is a white powder of reputed strong antiseptic power, put up by W. Lakemeier, Cologne, Germany.

Lactocresol is a disinfectant preparation of coal tar, which has been introduced by the Armstrong Mfg. Company, Boston, Mass., as a cheap, efficient, nonpoisonous preparation for use in public and private sanitation and disinfection. In appearance it is a dark, syrupy liquid, which forms a milky emulsion when dissolved in water. It is used in the proportion of 1 part to 100 parts of water.

Lactoserum, or Blondel's Serum, is a serum obtained from cow's milk by a special process. After coagulating the milk with an acid, the filtrate is neutralized with soda and passed through a porcelain filter and afterward impregnated with carbon dioxide and filled into sterilized containers. It finds employment as a substitute for Trunczek's serum in doses of 10 Cc., administered hypodermatically twice daily.

Lanesin is a wool fat ointment of aluminum acetate, which is used as an application to insect bites.

Laxatol has been adopted by H. Franz X. Linde, Austria, as a name to designate his aromatic laxative tablets, which consist essentially of phenolphthalein, the well-known chemical indicator. They are prepared in three strengths, for children, adults and bed-ridden patients, which are designated by numbers.

Lecithmeduffin is a new lecithin compound derived from bone marrow, which has been recently recommended for the treatment of cardiac disorders.

Lithium arrhenal is a salt of chlorhydromethylarsenate prepared by dissolving methyl arsenic in hydrochloric acid, evaporating and crystallizing, when chloro methyl arsenic acid separates out which dissolves very readily in water without decomposition. The solution is neutralized with lithia when the salt is obtained in extremely deliquescent crystals. It is administered as an aqueous solution containing 0.04 Gm. of chlorhydromethylarsenic acid, and 0.15 Gm. of lithia in each Cc. in doses of 5 to 10 drops, or in pills containing 1-3 grain of the acid and 1-3 grains of lithia given twice daily at meals.

Lygosine-Quinine is a new dressing for wounds, which appears in the form of a bright red, amorphous, odorless powder, and is applied either as dusting powder on the wound or

¹ Read at the annual meeting of the Georgia Pharmaceutical Association, May 17, 1904.

abscess, or as a gauze medicated with the drug. Chemically, it is quinine di-ortho-oxy-di-benzol-ketone.

Lysargine is a new name for colloidal silver.

Lythiol is a succedaneum for ichthyol, manufactured by Chem. Fabrik vorm. Sandos, Basel Switzerland. Also spelled Litol.

Mercury anilinate is one of the newest compounds of mercury, and the country of its origin is Russia. It is a light, white powder, without taste or odor, which contains 52.1 per cent. of mercury. It has the formula $Hg(C_6H_4NH_2)_2$. Fedtchenko, the Russian physician, who first prescribed it, employs it, dissolved in liquid petrolatum for subcutaneous injection in the treatment of syphilis; it is also used as an ointment for inunctions. Internally, it is given in the form of pills in doses of $\frac{1}{4}$ grain three or four times daily. It is manufactured by W. K. Ferrein, Moscow.

Mycodermine is the name applied to an extract of pure yeast, which is marketed in the form of both tablets and pills.

Naphtolized charcoal is purified wood charcoal, combined with a certain proportion of beta-naphtol, recommended as a gastric and intestinal disinfectant in doses of one to two teaspoonfuls thrice daily.

Nareryl is a definite body, known chemically as ethyl-narceine hydrochlorate. It forms beautiful acicular crystals, soluble in 120 parts of water at 60 degrees F. and much more easily in warm water, its solubility being increased by the addition of benzoates, cinnamates, citric acid, etc. It is given hypodermically in whooping cough and all spasmodic crises of the respiratory system in doses of Gm. 0.02, and by the mouth in doses of Gm. 0.06 daily.

Nervol is a compound of sodium-vanadium citrochloride and lithium bromide, prescribed as a sedative in neurasthenia, hysteria, etc., in teaspoonful doses.

Neuro-Lecithin is a lecithin manufactured from animal tissues by the Abbott Alkaloidal Company, Chicago.

Neuron is a nutritive preparation, which, according to the manufacturers (C. G. Weiss, Hanover, Germany), contains substantially the following percentages: Hypophosphite, 3; hyperoxide, 17; iron in combination, 5; carbohydrates, 75, and nitrogenous matter.

Neuronal has been adopted as a trade name for brom-diaethylacetamide, a hypnotic.

Nizolysol is a lysol preparation introduced by Schülke & Mayr, Hamburg, which possesses the ordinary properties of lysol, including its solubility, but differing in odor, which is pleasant and aromatic. On account of this pleasant odor it is preferable as a disinfectant, especially for the hands and wounds.

Novozon is the name applied to a mixture of magnesium dioxide and magnesium carbonate, which forms an analogous preparation to biogen.

Nutrin is stated to be a fatty albuminate of olive oil, containing 51 per cent. of the oil and a specified amount of sugar. It is manufactured by J. E. Stroschein, Berlin, who gives its percentage composition as follows: Water, 20.72; albumin, 18.60; ether extractive (fat), 50.28; invert sugar, 9.32; mineral matter, 0.56; phosphoric acid, 0.27. The fat is asserted to consist mainly of fatty acids, combined with lecithin. The preparation is stated to be very palatable, easily digestible, and eagerly taken by both children and adults even in large quantities and for long periods. It is given as a roborant in glycosuria, as a cholagogue and as a succedaneum for codliver oil.

Obtundo is the name applied to a local anæsthetic compound intended for dental use, which contains chlorotone, cocaine, nitroglycerin, thymol, menthol, and the oils of eucalyptus, wintergreen and cloves.

Ophthalmol is an eye oil, which is recommended as a specific against granular lids. It is said to be a sterilized peanut oil, containing traces of iodine and arachin acid.

Oxydasine is a mixture of one volume of an 0.5 per thousand solution of vanadic acid and two volumes of glycerin,

which is recommended as a means of administering vanadic acid.

Ozogen, as a trade name, is applied to a 3 per cent. solution of hydrogen dioxide.

Paraganglin is a preparation of the suprarenal bodies, of Italian introduction, which is administered in 5 to 10 drop doses in water. It is understood to be the serum of the medullary substance of the suprarenal bodies.

Percoll is a new form of adhesive plaster for general purposes, in which the adhesive mass is applied to parchment instead of to linen, etc. In applying this plaster the back surface is moistened with water, so that the dressing acquires the required pliability. After the plaster dries the dressing is perfectly stiff.

Percutilan is another name for Prævalidin, which see.

Petrolsulfol is an ichthyol of Austrian origin, one of the numerous succedaneums for the original ichthyol.

Phenalin is one of the various names applied to phenolphthalein when put up as a laxative preparation. Dose, Gm. 0.05. Made by Karl Engelhard, Frankfurt-am-Main, Germany. This is not to be confounded with Phenolin, a cresol soap mixture.

Phorxal is an organic iron preparation, prepared from ox blood and claimed to contain iron and phosphorus in organic combination. It is an odorless and tasteless powder, soluble in aqueous liquids, given in doses of 6 to 10 Gm. a day, in milk, cocoa, etc.

Phthisopyrin is the name under which tablets have been put on the market, consisting of aspirin, $1\frac{1}{2}$ gr.; camphoric acid, $1\frac{1}{2}$ to 3 gr., and arsenous acid, 1-120 gr. Among other things, they are recommended for the treatment of tuberculosis, in which they have proved efficient in reducing the temperature.

Phytin introduces a new method of administering phosphorus. It is the calcium and magnesium double salt of anhydro-oxymethylene-diphosphoric acid. It is stated to contain 26.08 per cent. of phosphorus in organic combination, and is given in doses of Gm. 0.5 twice daily. Made and marketed by the Basel Chemical Works, Switzerland.

Piscarol is one of the numerous substitutes for ichthyol, and is manufactured by Lüdy & Co., Burgdorf, Switzerland.

Plesiolum is one more of the long list of sulpho compounds introduced during the past year as substitutes for ichthyol.

Pollantin is a hay fever antitoxin prepared in a manner similar to that observed in the production of diphtheria antitoxin, the constituents of the pollen grains of plants being introduced into the circulation of animals in graduated amounts until the animal becomes immune to hay fever. Blood is afterward withdrawn from the animal, and the serum containing a counterpoison for the poison of hay fever separated from it, this constituting substantially pollantin, which is prepared both as a liquid and a powdered substance. The liquid is dropped into the eyelid at the outer angle, one drop in each eye before arising; one drop is also instilled into each nostril. The dry preparation is used in the form of snuff, of which a pinch or two is taken before going to bed and another on arising. The dry preparation seems to act better than the fluid serum, both in establishing prophylaxis and in curing the attack. Manufactured by Schimmel & Co., Leipzig, Germany, and marketed in the United States by Fritzsche Bros., 37 Barclay street, New York.

Potassacol is the trade name adopted by the Alpers Chemical Company, manufacturers, New York, for the potassium salt of guaiacol-sulphonic acid, which forms an odorless and tasteless salt, readily soluble in water. It is an ingredient of Triacol, which see.

Prævalidin is the name given to a camphor ointment, which is easily absorbed, and is adapted for the hypodermatic administration of the gum in the treatment of tuberculosis of the lungs. It contains 10 per cent. of camphor, combined with balsam of peru and eucalyptus and rosemary oils. This compound is also known as Percutilan.

Protylin is an albumin preparation containing phosphorus, which is intended as a succedaneum for lecithin. It is also put up in the form of bromized and ferrated protylin, containing 4 and 2 to 3 per cent., respectively, of bromine and iron in organic combinations.

Puronal is an acetanilid bismuth-oxyiodide mixture, which is recommended as an intestinal antiseptic and external vulnerary.

Pyoluene is the trade name for oxy-methyl-ally-sulphocarbimide, which is recommended as a bactericide equal in power to corrosive sublimate. It is stated to be soluble in all proportions in water, alcohol, ether and glycerin, and to be non-toxic, free from causticity and acidity and to have an agreeable taste.

Pyran, also known as Pyrenol, is a compound of benzoic and salicylic acids with thymol, and is stated to be chemically benzoyl-sodium thymol-oxybenzoate. It is asserted to possess antineuralgic and antirheumatic properties, and is given in doses of 1 to 2 Gm. once to thrice daily.

Pyridine tannate, prepared by pouring a solution of pyridine into a solution of tannic acid in excess, is a powder which must be protected from the light. It is employed as a uric acid solvent and an intestinal astringent.

Quinine aesculinate is another name for aëscu-quinine, which see.

Radium fluid may be made by exposing physiological salt solution to the emanations from a tube of radium bromide for 24 hours. The salt solution becomes impregnated with the properties of the radium and becomes radioactive.

Rhomnal is a nucleic acid of French manufacture, obtained from the thymus gland of a calf. Rhomnoline is the calcium salt, and Rhomnogyre is the mercury salt of this acid. They are credited with tonic and nervine properties.

Ringoline is a paste containing equal parts of codliver oil and glycerin combined with 0.3 per cent. of zinc oxide and balsam of Peru. This basic ointment can be combined with a number of remedies, and is also put up as a toilet cream.

Ronozol salts refer to compounds of potassium, sodium, mercury and zinc with di-iodo-paraphenolsulphonic acid, which are recommended as antiseptics.

Salibromin is dibromsalicylic acid methylester, a white unctuous, tasteless powder with a faint odor, insoluble in water and in acids, but soluble in alkalis. It is antipyretic and antirheumatic in doses of 30 to 75 grains in 24 hours.

Saligenin tannate is the correct chemical name of Anti-arthritis-Sell, which see.

Salit is an oily liquid, insoluble in water, slightly soluble in glycerin, and soluble in all proportions of alcohol, ether and fixed oils. Chemically it is borneol salicylate, and it is split up in the system into its constituents. It is also used as an external application, mixed with olive oil, in the treatment of muscular rheumatism, acute neuralgia, etc.

Saparaform is a paraform-soap solution, obtained by dissolving paraform to the extent of 3 to 5 per cent. in a liquid potassa soap. It is a clear, yellow liquid, possessing but a faint odor of formaldehyde; when diluted, however, gaseous formaldehyde is rapidly evolved. The liquid potassa soap referred to is made by mixing together 500 Gm. melted coconut oil, 330 Gm. potassa lye of 40 degrees Baume and 200 Gm. alcohol; the saponification proceeds rapidly with the development of heat. The resulting gelatinous soap is neutralized with oleic acid.

Scabiol is a compound of storax, alcohol and water, forming a brownish-red, odorless solution of the consistency of water. As its name implies, it is used chiefly in the treatment of scabies. It is said not to soil the linen or to irritate the skin.

Silin is stated to be a citrosilicate of hexamethylenetetramine, which is employed in the uric acid diathesis in conjunction with alkalis. Made and marketed by "Pharmacia," Lipspringe, Germany.

Sirsol is a syrup of potassium gualacolsulphonate, put up by Reichold & Co., Saint Louis, Elsass-Lothringen, the formula of which is: Potassium gualacolsulphonate, 10; water, 30; fluid extract of orange peel, 5, and syrup, 105.

Sodacol is the proprietary term for the sodium salt of gualacol sulphonic acid, prepared by the Alpers Chemical Company, which forms one of the ingredients of Triacol, which see.

Stovaine is chemically the hydrochlorate of *alpha* and *beta* amyleine. It is said to possess local anæsthetic properties equal to cocaine when applied to the eye, but is far less poisonous. It is intended chiefly for use in ophthalmic practice.

Subcutine is the name applied to the para-phenol-sulphonate of anæsthesine. It has the advantage over anæsthesine of greater solubility, so that it is more suitable for hypodermic use. It occurs in small white needles, soluble in water in the proportion of 1 to 100.

Suprarenine borate is a new suprarenin compound, made by the Höchst Color Works, which dissolves readily in water; 1.3 Gm. of suprarenin borate contains 1 Gm. of pure suprarenine, the active constituent of the suprarenal bodies. The new compound is put up in tablets containing 0.01 Gm. cocaine. 0.00018 Gm. suprarenine borate and 0.009 Gm. of sodium chloride. One of these tablets dissolved in 1 Cc. of sterilized water yields a cocaine-suprarenin solution, which is effective as an obtunder of pain in the extraction of teeth.

Tamaquare is a fluid substance derived from a variety of *Myrospermum* indigenous to Brazil. It has a specific gravity of 1.0055 and is soluble in equal parts in alcohol. It does not contain any volatile oil and is non-drying, feeling more like a fat than a resin when rubbed between the fingers. The alcoholic solution is distinctly acid in reaction to litmus. It saponifies with alkalis, giving about 17 per cent. of glycerin. Treatment with boiling water does not alter it, but mixed with ammonia it solidifies so that it can be cut. Tamaquare is used in the treatment of eye diseases in the form of an ointment having petrolatum as a basis in three strengths—*Unguentum tamaquare concentratum* (10 per cent.), *fortius* (6 per cent.), and *mitius* (3 per cent.). Marketed by Bruno Raabe, Vienna.

Tannobromine is an alcohol-soluble preparation of Bromocoll, which is obtained through the action of formaldehyde upon dibromtannin. It is a reddish or yellowish-gray powder, containing 25 per cent. of bromine, which resembles Bromocoll in its effects. It is only slightly soluble in water, but dissolves freely in alkaline solutions. The aqueous solution is colored blue by the addition of iron chloride. Manufactured by A. G. für Anilinfabrikation, Berlin.

Tebecin is a product of the Chemico-bacteriological Institute of Martmann, Leipzig. It is an anti-tubercular substance, obtained by evaporating the blood coagula of immunized calves and horses on the water bath at a temperature not exceeding 35 degrees C. When the substance has reached a doughy consistency it is dried over sulphuric acid in a vacuum. It is given in doses of 4 Gm. daily.

Theocin-Sodium acetate is a readily soluble compound of theocin and sodium acetate, which is stated to be easily borne and is given in doses of Gm. 0.3 to Gm. 0.5 three to four times daily.

Theocin-Sodium salicylate is an analogous compound to the acetate above mentioned, and is given in the same dosage in renal troubles.

Thial is a formaldehyde derivative described as formin oxymethylsulphonate. It is a white odorless powder readily soluble in water, which is employed as a vulnerary in 0.5 to 1 per cent. solution; as a wash and for irrigations solutions of 2.5—5 to 1000 are used, while a 2 per cent. solution serves as a disinfectant for cuspidores, etc. Manufactured by P. Gloess, Solothurn, Switzerland.

Triacol is an aromatic solution of the sodium, potassium and ethyl morphine salts of gualacol sulphonic acid, as manufactured by the Alpers Chemical Company, New York.

(To be continued.)

Cream of Current Literature

A summary of the leading articles in contemporary pharmaceutical periodicals.

A Reaction for Veronal.—According to Lemaire, veronal gives a white precipitate in the cold with the mercuric sulphate solution of M. Deniges. This reagent consists of 50 grammes of mercuric oxide, 200 cubic centimeters of sulphuric acid and 1,000 cubic centimeters of distilled water. The oxide is added to the mixture of acid and water while the latter is still hot, and the solution is filtered if necessary. (*Bulletin de la Société de Pharmacie de Bordeaux*, February, 1904.)

Reaction of Quinine Salts With Bromine Water.—Leger, in a communication to the Pharmaceutical Society of Paris (February, 1904), reported that in certain dilutions the green color which is obtained with bromine water and ammonia in solutions of quinine may be replaced by a currant-red, which passes into green on the addition of a trace of sodium bisulphite. Conversely, the green solution passes into a reddish-violet on the addition of a few drops of bromine water.

The Gum of Mangifera Indica.—Lemeland, in a communication to the Paris Pharmaceutical Society, May 1, 1904, submitted his researches on the gum of *Mangifera Indica*. This gum contains from 30 to 35 per cent. of soluble principles, the rotatory powers of which are very similar to those of Senegal gum. It also contains an oxidizing ferment, but its ash does not contain iron. When the soluble and insoluble products are subjected to hydrolysis, they are transformed into galactose, arabinose, and an unidentified sugar, probably dextrose.

Adulteration of Sodium Carbonate With Sodium Sulphate.—Dufour (*Répertoire de Pharmacie*, May 10, 1904) says that just at present the adulteration of sodium carbonate with sodium sulphate is practiced on a very large scale. This mixture is sold under a fancy name, as a rule. Some samples contain up to 87 per cent. of sodium sulphate, the proportion of the adulterant found being usually from 40 to 70 per cent. To detect this fraud the mixture should be treated with acetic acid, which dissolves sodium carbonate and leaves sodium sulphate undissolved.

Fructol and Werderol, Preservatives for Fruit Juices.—Goldberg (*Apotheker Zeitung*, 1904, page 78) describes fructol as a brownish liquid, very acid in reaction. The acid which it contains is to a great extent volatile. Fructol reduces silver nitrate and mercuric chloride. The author found that it is a solution of formic acid, with a small amount of sulphuric acid and an organic substance, which is probably sugar. Werderol is also an antiseptic, which owes its properties to formic acid. It occurs in the form of a reddish liquid, very acid in reaction and having the odor of raspberries.

Painless Pencils of Copper Sulphate.—A writer in *Union Pharmaceutique*, April, 1904, gives a formula for sulphate of copper pencils (which are frequently employed in the treatment of granular eyelids), which is said to have the advantage that their application is painless and at the same time caustic. The formula is as follows: Copper sulphate, 1 gramme; orthoform, 0.5 gramme; holocaine hydrochlorate, 0.4 gramme; gum tragacanth, 0.10 gramme, and a sufficient quantity of distilled water to make a pencil 5 centimeters in length and containing 50 per cent. by weight of copper sulphate. These pencils dissolve rapidly; they are efficient as caustics, and the patients do not feel any pain when they are used.

Cooling Suppositories Without the Use of Ice.—Garin (*Nord Pharmaceutique*, March, 1904) recommends the following process for rapidly cooling suppositories: Paper moulds are used and are made a little longer than usual, so that the paper is a centimeter larger than ordinarily. These moulds are placed in a vessel filled with sodium sulphate in such a manner that they project 1 cm. above the salt, and that they are spaced properly. When the mass has fairly cooled, but is still liquid, it should be poured into these moulds, as usual. By means of a little funnel a sufficient amount of water is then

poured between the moulds to make a paste of the salt, but not to dissolve it. At the end of ten minutes the suppositories will be found sufficiently cooled to be delivered to the customer.

The Solubility of Phosphorus in Different Oils.—Katz (*Archiv der Pharmazie*, 1904, page 121) undertook an interesting series of experiments in order to determine the solubility of phosphorus in various oils. It has been said that the solubility of phosphorus is greater in the oil of sweet almonds than in other oils. The temperature of the oils tested varied from 14 to 20 degrees C., and in these conditions Katz found that there is but a very slight difference between the amount of phosphorus which may be dissolved in the oil of sweet almonds (1.13 per cent.) and in other fixed oils, such as olive oil, oil of sesame, cod liver oil, linseed oil, castor oil, and paraffin oil. These oils dissolve from 1.06 to 1.20 per cent. of phosphorus, with the exception of castor oil, which only dissolved 0.70 per cent.

Cellotropine the Monobenzoylether of Arbutine.—This new remedy is obtained by treating arbutine with benzoyl chloride in a neutral solution. The combination precipitates in the form of a white powder, which is purified by crystallization in pure water. Care must be taken to avoid the formation of higher ethers, or of products derived from decomposition of arbutine. Cellotropine is a white powder devoid of odor and taste. One part is soluble in 80 parts of boiling water, and in 1,300 parts of cold water. It is soluble in alcohol, insoluble in ether, in benzine, and in chloroform. It melts at 184.5 degrees C. Alkalies change it into a brownish substance, and it saponifies with alkaline and earthy bases. Dilute acids decompose it in the presence of heat, and hydroquinone, glucose, and benzoic acid are obtained. Cellotropine does not give the characteristic blue color of arbutine with ferric chloride, and does not reduce Fehling's solution. It is said to be useful in various infectious diseases, particularly in scrofula and tuberculosis. It is non-toxic and is administered in doses of from 0.3 to 0.5 gramme three times a day. Cellotropine is not decomposed by the saliva nor the gastric juice, and is absorbed as such into the blood.

An Improved Method of Preparing the Ointment of Yellow Mercuric Oxide.—Knapp (*Journal Suisse de Pharmacie*, 1904, No. 6) describes an improved method for the preparation of yellow oxide of mercury ointment, which, as prepared now, often causes an irritation of the conjunctiva, even when the medicament does not exceed 1 per cent. in the ointment. This is due to the fact that the yellow oxide contains larger particles, as may be seen when a little of the ointment is spread upon white paper. If it be examined by transmitted light the magnifying glass will detect numerous red points, which show that the yellow oxide in drying has gathered into hard lumps, which are difficult to divide even when the ointment is prepared with the greatest care. To avoid this, the author proposes the following method: After the oxide has been precipitated and has been washed in water, it is washed successively in 90 per cent. alcohol, in a mixture of alcohol and ether, and in pure ether; the ether is decanted and to the precipitate, still wet with it, an equal amount of petrolatum is added. The mixture is heated moderately to evaporate the ether, and the rest of the petrolatum is added. This ointment keeps very well, and on examining with a magnifying glass does not show any large lumps.

Emulsion of Creosotal.—Hoefelin (*Pharmaceutische Zeitung*, 1904, page 191) publishes two formulas for emulsions of creosotal, together with a process which permits the preparation of these emulsions directly in the bottle. No mucilage of tragacanth, which is sometimes digested with difficulty by children, nor glycerin, which sometimes may become irritant, is contained in these emulsions.

Into a prescription bottle 12 grammes of mucilage of acacia (gum, 4 grammes, and water, 8 grammes), 8 grammes of oil of sweet almond, 3 grammes of creosotal, and 3 grammes of tincture of quillaya are placed. The mixture is shaken vigorously until an emulsion forms; then 40 grammes of licorice syrup and sufficient water are added to make 150 grammes.

Another formula is as follows:

Creosotalfrom 3 to 5 Gm.
Emulsion of almonds.....60 Gm.
Brandy40 Gm.
Syrup of licorice, enough to make....150 Gm.

The method of preparation is the same. After having emulsified 12 grammes of mucilage of acacia with creosotal and with 3 grammes of tincture of quillaya, one adds successively the milk of almonds, the syrup, and the brandy. The emulsion of almonds may be made with either sweet or bitter almonds.

The Preparation of Mucilage of Gum Acacia.—Trautmann (*Süddeutsche Apotheker Zeitung*, 1903, page 650) recommends the following method of preparing mucilage of gum acacia: The best quality of gum is placed in a bottle of such a size that the mixture of gum and water will occupy four-fifths of its contents. The bottle is now tared, the gum is carefully washed in distilled water, allowed to drain well, and the proper amount of distilled water is slowly added. About 10 per cent. of lime water is added to the distilled water. The bottle thus filled is now placed horizontally without shaking in a cool place, where it is allowed to remain for three hours. It is then turned half-way around without disturbing the horizontal position. This manipulation is repeated three or four times during the day until the gum is completely dissolved, which occurs in about four days. The preparation is now strained through a thin cloth, which has been previously moistened with distilled water, and care is taken to avoid the formation of any air bubbles or foam in the process. The percolate which is obtained without pressing is immediately filled into bottles containing 50 grammes, carefully avoiding the formation of foam. The corks are covered with paraffin, and the bottles should be kept in a cool place. The purpose of the addition of a small amount of lime water is to neutralize so far as possible the excess of free arabic acid, which contributes to the formation of cloudiness in mucilage.

The Estimation of the Amount of Phosphorus in Phosphorated Oils.—Katz (*Archiv der Pharmazie*, 1904, page 121) in a critical review of the various methods which have been proposed for this purpose, concludes that the best is the following process, which is a modification of that described by Straub: Ten grammes of phosphorated oil are shaken vigorously in a separator with 20 cubic centimeters of a 5 per cent. solution of copper nitrate until a black and permanent emulsion is formed. Fifty cubic centimeters of ether and 10 cubic centimeters of hydrogen peroxide are added, the latter in small amounts at a time, until the black color is no longer visible. This is hastened by vigorously shaking. The phosphorus reduces the nitrate of copper, and black phosphide of copper is formed. Then the latter is oxidized by the hydrogen peroxide, and phosphoric acid is formed. The watery liquid is now separated from the ethereal layer, the latter is washed twice with from 10 to 20 cubic centimeters of water, and the aqueous liquids are combined, evaporated upon a water bath to the volume of 10 cubic centimeters after the addition of a few drops of hydrochloric acid. The remainder is filtered in order to separate any oily drops that might have remained; the clear solution is treated with ammonia until the precipitate which at first forms is redissolved. The phosphoric acid is precipitated by means of magnesium mixture, and the estimation is finished in the usual manner. In a series of analyses the error has never exceeded 1.11 per cent.

Incompatibility of the Salts of Bismuth With Alkaline Iodides.—De Bono (*Bulletin de Pharmacie du Sud-Est*, January, 1904) says that although salts of bismuth and alkaline iodides are not generally used together, the association of these two groups of salts may occur and may give rise to incompatibilities of a dangerous character in the presence of the

acids of the stomach. The union of potassium iodide and bismuth subnitrate in the stomach results in the liberation of the iodine, which has an injurious action upon the lining of the stomach. Experiments with moderate doses of both the drugs mentioned show that bismuth preparations cannot be safely given to a patient after a course of treatment with iodides. The same reactions as those obtained with potassium iodide and bismuth subnitrate also occur with ammonium sodium and lithium iodides. In looking for a method of avoiding this incompatibility, the author found that although glycerin impedes the precipitation of bismuth iodide, it does not prevent the formation of this unstable salt. Glycerin at most retards the liberation of iodine, thanks to its viscosity. The same result may be obtained with syrup of acacia. The best method of avoiding this incompatibility is by the use of sodium bicarbonate. This salt is perfectly harmless and does not change the taste or the appearance of the preparations. Its presence offers a double advantage in that it neutralizes the acidity of the stomach and also prevents the formation of bismuth iodide. The amount of sodium bicarbonate need not be large, 4 grammes of it sufficing to overcome the incompatibility in a mixture containing from 6 to 10 grammes of bismuth salts. The author concludes that the alkaline iodides and the bismuth salts should never be used simultaneously unless a small amount of sodium bicarbonate be added to the preparation.

Preparations of Witch Hazel.—Gaudremeau (*Répertoire de Pharmacie*, May 10, 1904) contributes an interesting article concerning the official preparations of witch hazel, with special reference to those included in the French Codex. Hamamelis is now almost as popular in France as it is in America. The North American Indians employed it in their witchcraft, and it was first imported into Europe by Collinson in 1736. The American and English Pharmacopœias mention a tincture, an extract and a solution of witch hazel. The French Codex mentions two preparations, the extract and the tincture, both of which are prepared by the same process as are the corresponding preparations of *casar sagrada*. The author calls attention to the fact that the Codex is very indefinite in some respects in regard to the preparations of witch hazel. The French official formula does not make any distinction between the leaves and the bark of hamamelis as sources of these preparations. Either the leaves or the bark may be employed, according to the Codex, in the preparation of the tincture, and therefore the tincture of witch hazel varies in appearance and in properties according to the choice of the pharmacist. This vagueness is in striking contrast with the utmost precision of the Codex as regards other pharmaceutical preparations. The author conducted a series of tests with tinctures of witch hazel prepared from the bark and with others prepared from the leaves and weighed the residue obtained on evaporation of these various tinctures. He found that the best menstruum was 60 per cent. alcohol for either variety of the tincture. This is in accordance with the formula of the Codex. It would be rational to employ an alcohol of 60 per cent. if the active principle of the plant is resident in the sum total of the substances dissolved in alcohol, but if this principle is an aromatic substance it would be more rational to use a stronger alcohol, which would dissolve the volatile oil and leave undissolved the larger portion of the inert substances. The Codex should indicate in its next edition the exact proportions of the leaves and of the bark to be used, or else should choose between these two sources of the preparations of witch hazel.

The Presence of Formaldehyde in Milk.—Eury (*Répertoire de Pharmacie*, April 10, 1904,) describes a method of detecting the presence of formaldehyde in milk which he discovered by accident. He was obliged to postpone the analysis of a certain sample of milk to the following day, and after having made sure by means of rosaniline bisulphite that there had been no fraudulent addition of formaldehyde, he added a little of this substance to his sample. When the author came to the determination of the amount of albuminoid nitrogen in this milk, and had added some sulphuric acid, he noticed immediately an intense violet color. He found that fresh milk without formaldehyde did not give this reaction

with sulphuric acid, and that the reaction occurred as soon as a little formaldehyde solution was added to the milk. Sulphuric acid added to a solution of formaldehyde alone did not give any color reaction, nor was a positive result obtainable on the addition of formaldehyde to lactose or to butter. On the other hand, casein on the addition of formaldehyde and of sulphuric acid gave a violet color. The same results were obtained with egg albumin. The author found on further investigation that the violet color was due to traces of iron which were contained in the sulphuric acid which he had used, and that a red color resulted instead of a violet when pure acid was employed. The reaction was due to the combined action of sulphuric acid and formaldehyde upon a proteid substance in the presence of a trace of ferric salt. The best method of performing this test is as follows: Five Cc. of milk are treated with an equal amount of 50 per cent. sulphuric acid and with five drops of a 1 per cent. solution of ferric chloride. The mixture is shaken and brought to the boiling point. The violet color immediately appears and persists for five or six minutes. In this manner the presence of 1 mg. of 40 per cent. formaldehyde solution in 1 liter of milk may be detected. The method just described may be applied to the detection of this preservative in any other food product. For this purpose it is sufficient to distill the product in question and add a little milk or casein to the distillate. The resulting mixture may then be tested with sulphuric acid and ferric chloride.

The Detection of Urobilin in the Urine.—Grimbert, in a communication to the Pharmaceutical Society of Paris, April 13, 1904, recommends an improved method for the detection of urobilin in the urine. A large number of tests have been described for this purpose, some of which are based upon the use of the spectroscope, while others involve the use of the zinc salts which produce a green fluorescence, characteristic of urobilin. The method of Roman and Delluc is an improvement upon the old tests, and consists in shaking the acidulated urine with some chloroform and treating it with a 1 to 1,000 solution of zinc acetate. In this manner one obtains a very beautiful green fluorescence in the presence of urobilin. Unfortunately, chloroform dissolves other pigments, and the addition of a few drops of hydrochloric acid suffices, in urines rich in indican, to cause the appearance of indigotine. The method of Roman and Delluc is, therefore, not applicable when traces of urobilin are present. This inconvenience is avoided if we apply the method of Roman and Delluc, slightly modified, not to the urine as such, but to the urine after treating it with Deniges' reagent. This eliminates all causes of error and the method becomes very delicate. Deniges' reagent is prepared by mixing 20 cubic centimeters of pure sulphuric acid, in 100 cubic centimeters of distilled water, adding 5 grammes of yellow oxide of mercury, dissolving and filtering. The reagent of Roman and Delluc is prepared by dissolving 10 cubic centimeters of zinc acetate in 100 cubic centimeters of 95 per cent. alcohol and adding a few drops of acetic acid, so as to obtain a clear solution. The *modus operandi* is then as follows: To 30 cubic centimeters of urine add 20 cubic centimeters of Deniges' reagent; allow to stand for five minutes and filter. Pour the filtrate into a separator, add five cubic centimeters of chloroform and shake. The chloroform usually separates very easily, but if it becomes emulsified it may be filtered through cotton. The chloroform is filtered through a small, thoroughly dry filter into a test tube. The solution of zinc acetate is next added, drop by drop, so long as it produces any cloudiness (about 10 drops). The moment the liquid becomes clear the green fluorescence appears. If the reaction is very faint, the tube should be examined against a black surface. By this process the author has been able to detect traces of urobilin in urines very rich in biliary pigments and indican.

Incompatibilities of Acacia Due to Its Oxidizing Properties.—Acacia is frequently regarded as an indifferent substance, which may be mixed without any inconvenience with any variety of drugs. This is the reason why it is so frequently employed in a great many pharmaceutical preparations, including tablets, pills, pastes, powders, mixtures, etc. And yet, according to E. Bourquelot (*Journal de Pharmacie et de Chimie*, May 16, 1904,) acacia may produce serious changes in

The substances in which it is mixed, on account of its oxidizing properties. It is not only acacia which is characterized by these properties, but most gums and certain gum-resins, such as myrrh, are also endowed with this peculiarity. This incompatibility of gum acacia was noted many years ago, but this subject has not received much attention of late. Goettling, who is quoted in the *Bulletin de Pharmacie* in 1809, observed that a mixture containing gualacum, acacia, sugar and peppermint water assumed a blue color and ascribed this phenomenon to fermentation, whereas, in fact, it was the result of the action of one of the constituents of the mixture upon the gualacum resin. Planche, in the French journal just quoted, stated that the blue color was due to the action of gum acacia upon gualacum. In 1820 Planche noted that muclage of acacia which when prepared by the cold process colors tincture of gualacum blue, does not color it when it is made with boiling water. There is only one explanation for these facts, and that is that acacia contains an oxidizing ferment which colors tincture of gualacum blue, and which is destroyed by heat. There are a great many medicinal substances which may be thus oxidized by gum acacia. The color reactions of pyrogallol, morphine and vanillin are already well known. In addition, the author has discovered a considerable number of other substances which are oxidized by gum acacia. A large number of bodies belonging to the group of phenols, including phenol, cresylol, xylol, thymol, naphthol, etc., are all oxidized by acacia and give rise to changes in color or to precipitates. Resorcin and hydroquinone are not oxidized by this substance. An interesting series of substances which are oxidized by this gum include gualacol, veratrol, both of which assume red tints, and eugenol, which deposits a white precipitate.

A New Method for the Quantitative Estimation of Tartaric Acid.—Ley (*Pharmaceutische Zeitung*, 1904, page 149) suggests the following method of determining the amount of tartaric acid, based upon the precipitation of the acid in the shape of zinc tartrate. This tartrate is very slightly soluble in water and is insoluble in alcohol and in acetic acid, properties which prevent the formation of accessory precipitates such as zinc hydrate and zinc carbonate. The method is as follows: A given weight of tartaric acid (a few decigrammes) is dissolved in a small amount of water or alcohol, and after heating slightly an alcoholic solution of zinc acetate is added, the heat being maintained for a little while. Then from 100 to 150 Cc. of alcohol and 5 Cc. of 5 per cent. acetic acid are added, and the solution is left for some time on the water bath. It is then cooled and allowed to stand for some time, and the precipitate is thrown upon a filter and washed completely with alcohol. This filtration is more rapidly effected with the aid of a vacuum. The filter is dried, dissolved in a little nitric acid and calcined. The zinc oxide is weighed and the amount of tartaric acid is deduced from it. The results are very exact. The author applied this method of analysis to the testing of cream of tartar. If the cream of tartar is pure the procedure as above described is followed, except that in view of the insolubility of the acid tartrate of potassium in alcohol, the sample is dissolved in a little boiling water, an aqueous solution of zinc acetate is added, and the mixture is heated until a precipitate occurs. Then the test is finished as described for tartaric acid; that is, by the addition of alcohol in order to produce the precipitation of zinc tartrate. If it is desired to determine the amount of tartaric acid in an impure product, the total tartaric acid must be estimated in the form of potassium tartrate. For this purpose a fixed weight of impure cream of tartar is treated with boiling water and a solution of potassium carbonate is added. The test must be conducted in the presence of phthaleine in order to avoid an excess of alkali. The solution is diluted to a given volume, and after allowing it to stand a measured volume of it is removed with a pipette in which the amount of tartaric acid is determined as has been described above. The figures obtained are somewhat greater than those obtained with other methods. This method may also be applied for wines, but in such cases the tannin must be eliminated by treating with animal charcoal. The presence of sugar in wine does not affect the results.

Queries and Answers

We shall be glad, in this department, to respond to calls for information on all pharmaceutical matters.

Keratin Coated Pills.—H. M. writes that he has had a great deal of trouble in carrying out the directions given for coating pills with keratin. He purchased a prepared keratin of the best make, but notwithstanding this he has found it difficult to make a satisfactory job, the keratin not dissolving in the alcoholic solution.

A doubt has been expressed by competent authorities as to whether or not the claims which have been put forward for keratin coated pills are really justified. However this may be, some physicians still believe that pills coated with keratin pass unchanged through the stomach and are dissolved in the intestines. The experiments made by Mylius would indicate that the same result which is believed to be obtained by the use of keratin coated pills can be obtained by coating them with talcum. In the first place, a pill mass intended for use in this way should be made up with some fatty excipient and not with an aqueous excipient or one affected by moisture, as otherwise the pill will absorb enough moisture through the coating to expand and become disintegrated in the stomach, thus frustrating the object of the keratin coating.

The prepared keratin, which can be purchased in the market, is made by subjecting shavings of horn or quill to prolonged digestion with acid and pepsin, washing and subsequent prolonging digestion with strong ammonia, evaporating the ammoniacal solution and scaling the residue.

The directions given in German authorities, who appear to be followed by all American authors, are to digest 7 parts of the prepared keratin with a mixture of equal parts of 10 per cent. ammonia water and 50 per cent. alcohol. In practice, dispensers who have frequent calls for keratin coated pills keep a bottle containing keratin in excess, with the above menstruum, or in glacial acetic acid, so as to have a saturated solution of keratin at hand. The pills made with some fatty excipient should first be coated with an ethereal solution of wax, then moistened with a solution of keratin and rolled and tumbled about in a mortar until dry. This moistening with solution of keratin should be repeated from 10 to 20 times in order to insure a perfect coating. Should the solution fail to dry, the pills may be dusted with powdered talc, or kaolin, if a light colored pill, or, according to the German authorities, with graphite, though we do not think that graphite would be a very acceptable coating to American consumers. Some American commentators direct the use of charcoal for a dusting powder, with a result which is indescribably "messy." The particular prescription submitted by H. M. reads as follows:

Fel bov. inspiss.....3lj

Div. in capsul. 24. Coat with keratin.

In the present instance, we would advise our correspondents to proceed as follows:

Add a sufficient quantity of kaolin to the ox gall to make a rather stiff mass, divide and put into capsules. Melt some wax and cool until the wax almost reaches the solidifying point, roll the capsules in this melted wax so as to give them a thin coating. Put about one dram of keratin into an ounce bottle, and allow it to macerate for 12 hours with 1 ounce of glacial acetic acid. Pour a small quantity of this solution into an evaporating dish, roll the wax coated capsules in this solution and allow to dry. Repeat the coating with the keratin solution ten times, allowing the coating to dry after each application, and finally dusting the capsule with kaolin. We have made up a small lot in the manner indicated, and the result seems to be satisfactory, much better, in fact, than when an ethereal solution of wax was used in coating the capsules. Care must be exercised, however, to avoid giving too thick a coating with wax, as otherwise the pills may pass through the intestinal tract without being dissolved at all.

Liquor Arsenici Chloridi.—H. A. S.—This is the title under which Liquor Acid Arsenosi was known in the U. S. Phar-

macopœia of 1870. The formula now used makes a stronger preparation than that officially under this title in 1870, containing 4.5 grains of arsenous acid to each fluid ounce, whereas the preparation official in 1870 corresponded in strength to the old British solution, containing 4 grains in each fluid ounce. This increase in strength was made with a view to bringing it up to a definite percentage relation—i. e., 1 per cent. In arsenic contents this solution is of the same strength as Fowler's solution, the only difference being that in the Liquor Potassii Arsenitis (Fowler's solution) the menstruum is alkaline and is colored and flavored by the addition of compound tincture of lavender. The dose is the same as that of Fowler's solution. This preparation, while official in the U. S. Pharmacopœia, is not so often used as is Liquor Potassii Arsenitis, though it is much more popular than the latter preparation in England.

Kephir; Matzoon.—R.—Kephir, Matzoon and Koumyss are practically one and the same thing—that is to say, fermented milk. There are differences of taste, appearance and consistency to be noted in the different products, but each is made by the fermentation of milk. Originally koumyss was prepared exclusively from goats' milk, kephir from ewes' milk and matzoon from cows' milk, but the various preparations of the market are now usually made from cows' milk.

Koumyss is best made according to the formula for fermented milk given in the National Formulary, which is as follows:

Cow's milk, fresh.....	1000 Cc.
Yeast, semiliquid	5 Cc.
Sugar	35 Gm.

Dissolve the sugar in the milk contained in a strong bottle, add the yeast, cork the bottle securely, and keep it at a temperature between 23 and 32 degrees C. (73.4 to 89.6 degrees F.) for six hours, then transfer to a cool place.

Kephir is made by the action of a special kephir grain or ferment upon milk. The active kephir grains are added to fresh milk kept at a temperature of 70 to 80 degrees F. until the effect of fermentation becomes apparent by the rising of the grains to the surface. The grains may then be strained off and the milk, which now contains enough yeast cells to insure continuance of the fermentation, left to itself in well corked bottles.

Matzoon is the koumyss of the Armenians. It is a thick, curdy liquid, which is probably prepared like koumyss or kephir, stopping the fermentation after one or two days and expelling the gas, as it is not effervescent and gas is emitted when the cork of the bottle is drawn.

Cement for Rubber Hose.—C. P. H. asks us to publish a recipe for mending cuts in rubber hose.

A solution of india rubber in chloroform makes the best cement for rubber articles. If the following formula does not produce a thick enough cement the amount of rubber should be increased:

India rubber in fine shavings.....	45 gr.
Chloroform	2 fl. oz.

Mix.

Another formula calls for a mixture of gutta percha and india rubber, as follows:

Gutta percha	1 av. oz.
India rubber	2 oz.
Carbon disulphide	8 fl. oz.

Mix.

A useful cement for mending rubber surfaces is made by digesting crude india rubber cut or torn into a shredded condition with rectified naphtha until the rubber is dissolved and the cement has acquired a thick consistency. The rubber should be put into a bottle to about one-tenth of its capacity, naphtha being added until the bottle is about three parts full. The bottle should be put aside and shaken from time to time until solution results.

Perfumed Toilet Ammonia.—W. N. W. asks a practical formula for making perfumed toilet ammonia, violet preferred.

Violet toilet ammonia may be regarded as a weak violet water in which the alcohol is replaced by a 5 per cent. solution of ammonia, the following being a satisfactory formula:

Ammonia water	fl. oz. 16
Rose water	fl. oz. 16
Florentine orris, powdered.....	oz. 2

Macerate for a week; filter in a closely covered vessel to prevent the loss of ammonia, and if a more distinctive violet odor is desired add a few drops of ionone spirit. Color a bright green with some one of the violet water colors sold by the perfumers' supply houses.

A very nice article of toilet ammonia may be made as follows:

Ammonia water	Cc. 250
Green soap	Gm. 120
Oleic acid	Cc. 10
Bay oil	Cc. 1
Rosemary oil	Cc. 1
Verbena oil	Cc. 5
Water, sufficient to make.....	Cc. 1000

Dissolve the oleic acid in the ammonia water and the soap in 500 Cc. of warm water, to which add the oils. Mix both by agitation and add water to make 1,000 Cc.

Almond Meal.—C. T. W.—If you care to put up a really satisfactory article, one which you can recommend with every confidence, use the following formula:

Blanched sweet almonds, powdered.....	100
Blanched bitter almonds, powdered.....	20
Rice starch, powdered.....	120
Borax, powdered	5
Orris root, powdered.....	5
Bergamot oil	0.03
Lemon oil	0.10

The oils should be thoroughly incorporated with the powdered orris and this with the starch. The borax should be added next, followed by the two almond powders, and the appearance and quality of the finished product are improved by repeated siftings.

Glycogen.—H. W. desires to know if glycogen is a definite substance and an article of commerce.

We reply, yes, to both questions. As ordinarily found on the market glycogen is a white amorphous powder, readily soluble in water to form an opalescent liquid. It has been called animal starch from its close analogy to starch. It occurs in the liver, blood and muscle tissues of animals, horseflesh being remarkable for the comparatively large proportion of glycogen usually contained in it. It may be prepared, according to Allen (Commercial Organic Analysis, vol. v), by rapidly cutting up the liver of an animal killed immediately previously and throwing the fragments into five times their weight of boiling water. After boiling for a short time the fragments of liver are mixed with sand and reduced to powder in a mortar and then returned to the water, which is again boiled. The liquid is strained and faintly acidified with acetic acid while still hot. The filtrate from the coagulated proteids is rapidly cooled, and the remaining proteids precipitated by the alternate addition of hydrochloric acid and potassio-mercuric iodide. The filtered liquid is mixed with such a volume of strong spirit as to make it contain 60 per cent. of absolute alcohol, when the precipitated glycogen is filtered off, washed first with 60 per cent. spirit and then with absolute alcohol and ether. A pure preparation of glycogen for medicinal use is marketed in this country by E. Fougere & Co., New York.

Method of Removing Stains of Collargol from Linen.—According to a writer in the *Pharmaceutische Centralhalle* (1904, page 68,) the following method is very efficacious for the removal of the brownish-black stains which collargol leaves on linen: The stained part is immersed in bromine water (1 per cent.), and at the end of three or four minutes is thoroughly rinsed in plain water. The stain will be seen to have assumed a yellow or yellowish-green color, due to the presence

of silver bromide. The linen is then immersed in a watery solution of sodium hyposulphite (30 per cent), which dissolves the silver bromide, and it is then thoroughly washed in water.

Correspondence.

Mr. Remington Makes a Correction.

To the Editor:

Sir.—I have just received a copy of the July 11th issue of the *AMERICAN DRUGGIST*, and am rather surprised at the report therein contained of the paper which I read at the meeting of the New York State Association on "Laboratory Notes on Iodoform." I cannot refrain from writing to you, in order not only to justify myself, but to correct one or two misstatements of scientific facts, which I know you would not care to publish.

On page 10 the statement is made that "Mr. Remington confused allotropism as relating to elementary bodies, with isomerism, for he said that there were probably several allotropic forms, and this mistake of his was pointed out by Dr. Kahn, who improved the opportunity to dilate at some length on the various theories regarding the configuration of the molecule in space." I not only did not confuse these two terms, and did not, of course, mean isomeric forms when I stated clearly at the meeting that with the chemical formula CH_4 , isomerism cannot possibly occur, as the atoms can only be introduced into the molecule in one way.

The following misstatements also appear further on in the same article, "Mr. Remington rather evaded the question" (as to whether I meant isomeric forms). This point I endeavored to explain at some length, even going so far as to give the accepted definitions of allotropism and isomerism. Another quotation follows, "Mr. Remington closed the discussion by saying that he did not know of a text-book that gave the formula of methane as CH_4 ." The fact in this case being that the author asked Dr. Kahn whether he could give any authority for his statement that the formula of methane is CH_4 , and he said that he could not.

I regret to have to take this matter up, but as I am naturally somewhat jealous of my reputation among my Pharmaceutical friends, I cannot refrain from doing so, particularly since I appreciate the wide circulation which the above-mentioned report has received. J. PERCY REMINGTON.

Elixir of Iron, Quinine and Strychnine.

To the Editor,

Sir.—I have seen a number of articles and notes from different pharmacists all over the country, in different drug journals concerning the elixir of iron, quinine and strychnine, each one claiming to have had some trouble with precipitates, cloudiness, etc. Will you kindly allow me space for a formula which is used in this hospital and one which works like a charm, giving a clear, permanent, green elixir. I have never had the least bit of trouble with this formula and believe that a good many pharmacists who have been having trouble with iron, quinine and strychnine elixir will find this to answer the purposes. The formula is:

Quinine sulphate	gr. 512
Strychnine sulphate	gr. v
Elixir aromatic, sufficient to make a solution.	

Then add:

Tr. citro chloride of iron (N. F.).....	ʒviij
Alcohol	ʒij
Aromatic elixir, sufficient to make.....	Oiv

This is the dosage used by this hospital and is very near to the dose of strychnine recommended in the National Formulary; while quinine is about twice the dose of that in the Formulary. These, of course, can be made to correspond to the N. F. very easily. I merely give the formula used by the physicians in this hospital.

As I said before, this formula gives no trouble at all. I can easily make it in five minutes. The finished product doesn't even have to be filtered; but should be if the pharmacist has time.

R. M. S., Ph.G.

Book Reviews.

THOUGHT AND CULTURE. By Charles Laing Herald, with introduction by Fanny J. Crosby. Cloth bound, gilt top. Grand Rapids, Ohio: Azor Thurston, 1904. (Price, postpaid, 75 cents.)

The publisher of this highly interesting little brochure is a druggist, whose own contributions to literature along pharmaceutical lines used to appear in the *AMERICAN DRUGGIST*. Beginning with a definition of culture, which is beautiful in its simplicity and strength of expression, the author proceeds to a consideration of the relation of thought to culture and cites well-known instances of men who became world famous through the cultivation of the faculty of high thinking. The development of character through thought and the influence of settled habits of thinking upon life are demonstrated by individual instances; while sources of right thinking in books, persons and things are interestingly indicated. It is a truism that a man is known as much by the books he reads as by the company he keeps, and this point is properly brought out by the author.

FIFTH ANNIVERSARY VOLUME OF THE CHICAGO VETERAN DRUGGISTS' ASSOCIATION. Chicago: G. P. Engelhard & Co., 1904.

An interesting and unique volume comes from the press of G. P. Engelhard & Co., containing a brief sketch of the Chicago Veteran Druggists' Association, embellished with portraits of the several members. The work is one which will prove of great interest to all who care for historical association, and the names of the members embrace many who have been prominent in the history of pharmacy during the past fifty years. Among the portraits of special interest is that of Philo Carpenter, Chicago's first druggist. Other druggists who took part in the development of pharmacy in Chicago as far back as 1830, whose portraits are presented in this volume, are L. M. Boyce, A. F. Clarke, and E. S. Kimberly. In addition to the biographies of the veterans themselves brief biographical notes of the associate members, a dozen or so in number, are included in the volume.

BEING DONE GOOD. Comments on the advance made by medical science during the past 5,500 years in the treatment of rheumatism. By Edward B. Lent, with a foreword by Charles M. Skinner. Brooklyn, N. Y.: The Brooklyn Eagle, 1904. Price, \$1.25.

It is not often that a chronic invalid finds in his invalidism a source of jest, and one therefore welcomes the clever, satirical sketches in which Mr. Lent sets forth the experience of four years of suffering from and attempted cure of chronic rheumatism. He seems to have run the whole gamut of cures and cures, beginning with the regular physician with his blister and pills, Turkish and electric baths, patent medicines, osteopaths, consulting specialists, homeopaths, Christian scientists, clairvoyants, and orthopaedic surgeons. His experience with each particular cure furnishes a chapter of satirical, light-hearted comment, which it is difficult to realize can come from a man suffering from rheumatism. The good nature which radiates from every chapter would make the book good reading apart even from the somewhat unusual conditions under which it has been written, but when one realizes that this is a personal narrative, based upon personal experience, the wonder grows that a man can write so clearly under such adverse conditions.

The Buffalo College of Pharmacy announcement for 1904-1905 marks a departure in publications of this kind. In addition to descriptions of the courses of instruction given at the college, the pamphlet contains a directory of graduates, and portraits of the members of the senior class, 1904, grace its pages. Photographic reproductions of the pharmaceutical work of the classes are also shown, and the announcement, on the whole, is characterized by a degree of originality and freshness which is not always found in similar publications. Copies can be obtained on request to Dr. W. G. Gregory, dean, Buffalo, N. Y.

There are two costly mistakes in business that are considered but little in the main—wasting fine brains on routine work and trusting fine work to routine brains.



By W. A. DAWSON

Under this head will appear suggestions and plans for increasing trade, advertising experiences, information, and notes of interest useful to the pharmacist in the preparation of his advertising matter. Specimens of current advertising will be reproduced, with suggestive analysis and criticism, and queries relative to advertising matters will be answered. To avoid delay address communications to the Department of Business Building, AMERICAN DRUGGIST, 66 West Broadway, N. Y.

A "FOLLOW UP" IDEA.

The good which ads do lives after them; so long after, sometimes, that the customer remembers that "it's just what I want," but gets the name of the article so twisted that the druggist has to exercise his Sherlock Holmes faculty—more highly developed in the pharmacist than in any other of mankind—to a very considerable extent.

Sometimes the druggist is unable to divine his meaning until after the customer has gone away, baffled, his want undefined and in "a state of mind." In any event the cross-questioning and tentative hypotheses that must necessarily be indulged in when trying to find out what a customer had in mind some weeks ago, but hasn't in mind now, is irritating to both parties, and if long-drawn out will result in making the customer snappy and surly. It is the custom with the large department stores to have their latest newspaper ads displayed conspicuously in various parts of the store. The usual manner of exhibiting these clipped ads is to put them in a frame or paste them upon a bulletin board, either of which has the phrase, "To-day's Advertisement," painted upon it.

I have lately had a number of "forgotten ad" episodes, and in consequence have adopted a similar plan of placing the last ads on view in the store, and have devised a new method of filing them, as follows:

We use the same size space in three weekly newspapers—"five inches double"—so that the ads are about 4½x5 inches. The three ads are identical in wording, being written all at one time in duplicate with the aid of carbon copying paper. The style of the ads differ, as each paper follows its particular display scheme as directed by us. I might say that this affords opportunity for experimenting in display, and not a little ingenuity is exercised in making the display of each as good as possible and yet keeping them as different in style as one can.

The ads are clipped from the newspapers, two copies of each, carefully trimmed, preserving the column rules around each ad, and then pasted down solidly on the kind of cardboard known as white ticket board.

These cards are cut 6x6 inches, so that when placed on edge in a three dozen Blue Seal vaseline box they will stick up about an inch above the top.

A number of heavy photo mounts in dark colors and about 10x10 inches are provided, and also a bulletin board of convenient shape and size; this is the regular store bulletin. The newest ads, on cards, are affixed to the photo mounts with a brass paper fastener through each corner. This dark mount showing two inches of margin all around the 6x6 white card on which the ads are pasted is like the mat to a picture. It sets them off, makes them noticeable and gives them an air of importance. The newer ads are conspicuously placed on the show cases and in the windows. As they are displaced by newer ads, they are relegated to the background, and finally are taken from the dark mount and put in the file box.

The last file box is placed where customers can look at the cards. This box is planed off smooth and varnished. It is lettered, "Late Advertisements of —'s Pharmacy. Look them over." Ads that give information of permanent value, as, "Store Rules," "Prescription Checking," "Pharmacy

Laws," and the like, are fixed to the bulletin board and not removed until they become shabby and unsightly. These ads are business builders when so used, for they jog a customer's memory about something that he saw advertised and intended to get, but forgot it. It follows him up and reminds him of it at the right time and in the right place.

VILE ADVERTISING.

Red Cross Tansy Pills

For the regulation of female complaints. Highly recommended for all cases of obstructed menstruation and for toning up the system. Put up in sealed packages for

\$1.00 Per Box.

FOR SALE BY

The Druggist.

Dr. McMunn's Elixir of Opium

The Pure and Essential Extract from the Native Drug. Possesses high superiority over

**LAUDANUM, PAREGORIC
AND BLACK DROP**

is also greatly superior to Morphine. Has been in use since 1837.

Wright's Indian Vegetable Pill Co., 372 Pearl St., New York.

— Drug Co.'s Stores
Seventeenth Avenue.

In the great mass of ads that we receive there are a few—only a few, thank heaven—of this vulgar and vicious character. The above are not clipped from medical or pharmaceutical journals, but from daily newspapers.

In a quarter-page ad of "_____, the Druggist, _____'s Largest and Busiest Drug Store, Lowest Prices for All Drug Store Goods," that is mainly a list of cut prices, numbering some 200 items, on patents, sundries and drugs, these items appear:

"Laudanum, 1 oz., 15c.; 2 oz., 25c."
"Morphine sulphate, 1 dram, 50c."

An Ohio druggist advertises "'The Moon' Regulator. A prompt, safe, dependable monthly medicine." The ad further states that the stuff is "guaranteed" by this druggist and will be "mailed on receipt of price, \$1."

An ad that appeared in an Indiana paper is also a price-list, and occupies a space two columns wide and 6 inches long. It includes these items:

"Morphine Tablets, $\frac{1}{4}$ gr., per 100.....35c."
"Morphine Tablets, $\frac{1}{2}$ gr., per 100.....40c."
"Morphine, P. & W. and N. Y. Q., per dram.....35c."

Surely, the pharmacists of Indiana, Utah, Ohio and Massachusetts have their work cut out for them at the next legislative sessions of their States—and in other States as well—in securing amendments to their pharmacy acts or poison laws that will prevent the advertising of enslaving drugs to the general public in the newspaper press. I am of the opinion that this is a point that has been generally overlooked, but it is a matter that should receive attention on the grounds of morality, the protection of the public health and for the good name of pharmacy.

Printers' Ink once stated that "patent medicine advertising is advertising on its lowest plane," but advertising in newspapers morphine, morphine tablets and laudanum at cut prices reaches abysmal depths in comparison with the lowest class of patent medicine advertising. Nothing lower can be imagined, unless it happens that some "drug butcher," masquerading as a pharmacist, should take it into his miserable head to advertise "Penny packets of 'coke' cut to two for a cent," and thus try to win the trade of coke fiends from a rival panderer.

A great business man, whose establishment was noted for its efficiency and economy, said: "We have not a rule that we cannot break." There must be elasticity and adaptability to permit progress.

Intoxicants at the Soda Counter.

"It is not everything belonging to modern life that can be hunted back into crypts and caverns of antiquity, and among the limited number of such devices," says the New York Times, "the soda fountain must certainly be ranked. There is no hint of it in the sculptural remains of Thebes and Memphis; no such thing adorned the Pylæ of the Memnonium or the Labyrinth; none was to be seen in the Peristyle of Diana's Temple at Ephesus. When Lais or Phryne or Aspasia fared abroad there was no Athenian pharmacist at the corner in the foreground of his array of bottles filled with flavoring extracts, with flexible finger hovering along the silvered spigot line to hand forth to her the foaming nectareous urn. Not knowing how cooling and soothing and inspiring its contents were, those famous old-time ladies could not be aware how much they lost, but it was a good deal—enough to strip the garland of life of one of its most fragrant blossoms. They were no doubt stayed with other flagons and comforted with apples galore, but so far as the ambrosia of the soda fountain is concerned, with its foaming and variously tinted nectars, worthy of Ganymede's offering to Jupiter, they could have no experience of it. A more smiling fortune reserved it for their successors of a later time, and almost any popular stand, particularly in hot weather, will supply evidence that the gift has not been thrown away on them.

"Considering how proud a trophy of the modern time the soda fountain is, its root owning no nurture from the mold and moss of antiquity, it seems not in keeping that its record should be blemished by any acts of its ministrants. But the Commissioner of Excise brings forth the charge that a good many of them do what is practically a saloon business by purveying wine, whiskey and other alcoholic drinks under the guise of innocent soda water which even fay and fairy and seraphim might taste with no dread of disturbing the delicate poise of their faculties. This gives token of a state of things to invite further investigation and such correction as the case may be found to require. It will never do to have our soda fountains tampered with in this way, and almost the only original device which the modern time can boast thus turned away from its true and innocent function to a noxious and destroying one. If hard drinks are a necessity of the social order let them be purveyed by themselves under the responsibilities which the law attaches to such purveyance, but at any rate let us guard the innocuousness of our soda fountains and see that nothing is distributed from them which ought not to be."

How the New York Law May Work.

An amusing, and to New York pharmacists suggestive, incident growing out of a prosecution under the Massachusetts law providing that no drugs can be sold unless there is a pharmacist on the premises, is told in the Boston Record. It appeared that a boy had sold drugs in violation of the law. He was before the court, and the detective who had discovered the violation was on the stand and under cross-examination.

"You are a detective?"

"Yes, sir."

"You were on the premises when these sales were made?"

"I was."

"And you are a pharmacist?"

"Yes."

"I submit, your Honor, that there has been no infraction of the law here. The law provides that no sales shall be made unless there is a pharmacist on the premises at the time the sale is made. As there was a pharmacist present at the time, I move that the prisoner be discharged." And he was discharged.

When a Chinaman catches a very bad cold and wants to get rid of it he puts an ad in the paper reading: "For Sale—A very bad cold. Any one reading this acquires the same gratis." And they believe that the man who reads it takes the cold and that they are no longer troubled with it.

THE AMERICAN PHARMACEUTICAL ASSOCIATION.

Plan for the Kansas City Meeting—Elaborate Programme of Entertainments—Details of Transportation Arrangements—Tickets on Sale September 1 Good for 14 Days—The Coates House as Headquarters.

The secretary of the American Pharmaceutical Association has issued his official circular under date of July 18, from which we gather the following data: The fifty-second annual meeting of this association will convene in the Casino of the Coates House at 3 o'clock in the afternoon of Monday, September 5.

AMERICAN PHARMACEUTICAL ASSOCIATION.

OFFICE OF THE GENERAL SECRETARY.
Department of Pharmacy, University of Maryland.
BALTIMORE, July 18, 1904.

TRANSPORTATION.

The Trunk Line Association, the Western Passenger Association, the Southeastern Passenger Association and the Southwestern Excursion Bureau have granted a rate of *one fare and a third*, on the certificate plan, for the round trip from all points in their respective territories. The other traffic associations have at the present date not yet announced a reduced rate, but favorable action is expected very shortly.

To secure the reduced rate, full fare must be paid going and a certificate (not a mere receipt) obtained from the ticket agent. If the ticket agent has no certificates, purchase a local ticket to the nearest point at which certificates are kept, and from that point purchase a through ticket with certificate.

Tickets at full fare for the going journey may be secured from September 1 to 7, both dates inclusive. It has been arranged that the special agent of the Western Passenger Association will be in attendance to validate certificates on September 8 and 9. A fee of 25 cents will be collected by the special agent for each certificate validated. Return tickets are good only for a continuous passage to point of destination over the same route used in making the going journey.

Immediately on arriving at Kansas City the certificate, and fee of 25 cents, should be turned over to Joseph C. Wirthman, local secretary (office at the Coates House), who will see that it is countersigned and returned to the owner. When this certificate, properly indorsed by the special agent of the Western Passenger Association, is presented, a return ticket over the same route used in going may be purchased at one-third the full fare.

Tickets to Kansas City may be purchased not earlier than September 1 nor later than the 7th. In the extreme West they may be purchased a day earlier. To secure the necessary indorsement of the special agent, the certificates must be in the hands of the local secretary not later than 10 o'clock a.m. of September 9. Return tickets will be good to leave Kansas City, Mo., not earlier than the evening of September 8, nor later than September 14.

A large party will leave St. Louis over the Missouri Pacific Railroad on Saturday, September 3, at 11.59 p.m., reaching Kansas City at 9 a.m. the next day. As many members will no doubt avail themselves of the cheap excursion rates offered on account of the St. Louis Exposition, all who desire to join the above party should communicate with H. M. Whelpley, 2842 Albion place, St. Louis, Mo. Tickets on the certificate plan for the meeting at Kansas City may be bought at St. Louis, via the Missouri Pacific, at \$7.50, return ticket \$2.50. Price of berth in sleeping car \$2 each way. Another train will leave St. Louis for Kansas City at the same hour on Sunday night, reaching Kansas City about 6 o'clock on Monday morning. Dr. Whelpley will gladly reserve berths for all who make application for same to him.

VISITORS FROM THE EAST.

Negotiations are now going on for a special party from the East to travel to St. Louis by way of the scenic Chesapeake & Ohio Railroad. All desiring to join this party should communicate with C. A. Mayo, 66 West Broadway, New York City, N. Y., who will also look after the interests of members from New England this year, on account of the indisposition of S. A. D. Sheppard.

WESTERN MEMBERS.

On all one-way and round trip tickets reading through St. Louis to points beyond, excepting one-way second-class tourist tickets to the Pacific Coast, during the exposition period, a stop-over of ten (10) days will be permitted upon payment of a fee of \$1 by depositing ticket with the validating agent immediately on arrival and compliance with the regulations established by the St. Louis terminal lines. This privilege applies to the return tickets issued at a one-third rate on the certificate plan for our meeting, and hence holders of all such tickets are entitled to a stop-over of ten (10) days at St. Louis both going to and returning from Kansas City.

All first-class tickets to the World's Fair at St. Louis, reading via Kansas City, are entitled to a stop-over of ten (10) days in the latter city upon payment of \$1 to the validating office. This privilege is of special value to members from the Far West and the Southwest, as they can attend the meeting and visit the Exposition subsequently, on one ticket, at very slight additional cost. The life-term of the ticket is not in any way curtailed by taking advantage of this privilege; thus a ten days' World's Fair ticket will permit the holder to stop over for the full time of the meeting at Kansas City, and have besides the ten days' life, as if no stop-over had been made.

The association has guaranteed that no return tickets will be sold to scalpers, and will hold to strict individual accountability any one who violates this guarantee.

COMMITTEE ON TRANSPORTATION.

Additional information about transportation for the different sections of the country may be obtained from the committee—S. A. D. Sheppard, Boston, Mass.; A. E. Ebert, Chicago, Ill.; Chas. G. Merrell, Cincinnati, Ohio; Chas. M. Ford, Denver, Col.; Wm. M. Searby, San Francisco, Cal.; Wm. A. Frost, St. Paul, Minn.; Max Samson, New Orleans, La.; Caswell A. Mayo, New York City; S. P. Watson, Atlanta, Ga.; H. M. Whelpley, St. Louis, Mo., and Chas. Caspari, Jr., chairman, Baltimore, Md.

HOTEL ACCOMMODATIONS.

Headquarters of the association will be at the Coates House, in the casino or large entertainment hall of which all the sessions will be held.

By special arrangement a rate of \$2.50 per day and upwards, on the American plan, has been secured at the Coates House. Those desiring to engage rooms in advance should address Manager of the Coates House, Tenth street and Broadway, Kansas City, Mo., and state that they are members of the A. Ph. A.

The following additional hotels have named rates during the meeting:

Baltimore Hotel, \$1.50 and upwards, on European plan.
Midland Hotel, \$1.50 and upwards, on European plan.
Hotel Savoy, \$1, \$1.50 and \$2 on European plan; \$2, \$2.50 and \$3 on American plan.

PROGRAMME OF THE MEETING.

The following programme has been adopted by the council for the guidance of the association at-large and the respective sections:

Monday, September 5, 10.00 a.m. Council Meeting.
8.00 p.m. First General Session.
8.30 p.m. Reception to the Visiting Members.
Tuesday, September 6, 10.00 a.m. Second General Session.
8.00 p.m. Session of the Section on Commercial Interests.
8.00 p.m. Session of the Historical Committee.
Wednesday, September 7, 9.30 a.m. Session of the Section on Pharmaceutical Education and Legislation.
1.00 p.m. Excursion to Fort Leavenworth.
Thursday, September 8, 10.00 a.m. Session of the Section on Pharmaceutical Education and Legislation.
3.00 p.m. Session of the Section on Scientific Papers.
Friday, September 9, 10.00 a.m. Session of the Section on Scientific Papers.
8.00 p.m. Session of the Section on Practical Pharmacy and Dispensing.
Saturday, September 10, 10.00 a.m. Session of the Section on Practical Pharmacy and Dispensing.
8.00 p.m. Last General Session.

The evenings of Thursday and Friday have been left open for meetings of the American Conference of Pharmaceutical Facilities and the Conference of Boards of Pharmacy, allowing two sessions for each body. As few teachers of pharmacy, if any, are members of a Board of Pharmacy, the sessions of these two conferences may be held simultaneously in different rooms.

The Committee of Arrangements also proposes the following additional entertainments, which have not been made a part of the official programme in order to avoid interference with the business sessions of the association, as the latter must take precedence in every instance: On Tuesday, September 6, at 8.30 p.m., a progressive euchre party in the parlor of the hotel; on Thursday afternoon, an automobile and trolley ride to Elm Ridge Club, and entertainment at the club at night; on Friday night a boat ride on the Missouri River, tendered by the Kansas City Retail Druggists' Association; also a visit to the largest packing house in the world, and special trips for the visiting ladies.

The International Congress of Arts and Sciences.

It is proposed to hold an International Congress of Arts and Sciences at St. Louis from September 19 to 25, in connection with the Louisiana Purchase Exposition. The essential idea of the Congress is to convene representative men interested in the theoretical and applied sciences, each of whom shall set forth in an address those general principles and fundamental conceptions which connect groups of sciences and shall review the historical development of the special sciences, showing the mutual relations existing between them and discussing the immediately pressing problems in each particular branch. The whole field of science and art is to be covered. The speakers include many eminent foreigners as well as leaders in the several fields in the United States. Among the foreigners who are expected to speak are the following, many of whose names at least will have become familiar to many of our readers:

Sir Archibald Geikie, K.C.B., secretary of the Royal Society, Geology; His Highness, Albert, Prince of Monaco, Oceanography; Prof. Svante Arrhenius, University of Stockholm, Stockholm, Meteorology; Prof. Hugo de Vries, University of Amsterdam, Phylogeny; Prof. Frederick O. Bower, University of Glasgow, and Prof. Karl F. Goebel, University of Munich, Plant Morphology; Prof. Julius Wessner, University of Vienna, Plant Physiology; Prof. Oskar Drude, Kon. Technische Hochschule, Dresden, and Prof. Charles Flahault, Director of the Botanic Institute, Montpellier, France, Ecology; Prof. Oskar Hertwig, University of Berlin, Embryology; Prof. Max Furrbringer, University of Heidelberg, and Prof. Yves Delage, The Sorbonne; Member of the Institute of France, Comparative Anatomy; Prof. Wilhelm Waldeyer, University of Berlin, Human Anatomy; Prof. Max Verworn, University of Gottingen, Physiology; Prof. Ronald Ross, F.R.S., School of Tropical Medicine, University College, Liverpool, Preventive Medicine; Prof. Felix Marchand, University of Leipzig, and Prof. Johannes Orth, University of Berlin, Pathology; Sir Lauder Brunton, F.R.S., London, and Prof. Mathias E. O. Liebreich, University of Berlin, Therapeutics and Pharmacology; Prof. Clifford Allbutt, F.R.S., University of Cambridge, Internal Medicine; Prof. Shibusaburo Kitasato, University of Tokio, Neurology; Prof. Th. Ziehen, University of Berlin, Psychiatry; Dr. L. Gustave Bichet, Member of the Academy of Medicine, Paris, Gynecology; Sir Felix Semon, C.V.O., Physician

Extraordinary to the King, London, Otolaryngology; Prof. Theodore Escherich, University of Vienna, Pediatrics; Prof. Otto N. Witt, Königliche Technische Hochschule, Berlin, Technical Chemistry; Prof. James Dewar, Royal Institution, London, Physics of Ether; Prof. Ernest Rutherford, McGill University, Montreal, Physics of the Electron; Prof. Henri Moissan, The Sorbonne, Member of the Institute of France, Inorganic Chemistry; Prof. Rudolf Fittig, University of Strassburg, Organic Chemistry; Prof. J. H. Van t'Hoff, University of Berlin, Physical Chemistry; Prof. Albrecht Kossel, University of Heidelberg, Physiological Chemistry.

THE BOARD ELECTION AGAIN.

Views of an Eastside Druggist—Pharmacists Poor Losers—The Creation of Factions Depreciated—Let Us Rid Pharmacy of Politics—Opposition to Any Change in the Law—Let All Work Together for the Good of Pharmacy.

The article in the last issue of the *AMERICAN DRUGGIST* on the results of the recent Board of Pharmacy election in this section has evoked a good deal of comment in drug trade circles, particularly among East Side pharmacists.

L. Marmor, secretary of the New York Retail Druggists' Association, granted an interview the other day to a representative of the *AMERICAN DRUGGIST*, in the course of which he sharply criticised those whose opinions were set forth in the article referred to. He spoke at length on the element of politics in the board election, denounced the formation of factions and suggested a remedy for the situation which has developed. Mr. Marmor stated that his views were given not in his official capacity as secretary of the N. Y. D. A., but as an individual pharmacist.

He prefaced his remarks with a dialogue he had overheard. "Yes, but you punched me and knocked me down," peevishly said the five-year-old boy to his opponent of about the same age after being licked. "You don't know how to fight, anyway," was the cold answer given him by the conqueror.

"On overhearing this conversation," continued Mr. Marmor, "I thought that 'vae victis' will always be said to the vanquished so long as he will be plaintive and lacking in courage to accept defeat with grace." Mr. Marmor then took up the article in the *AMERICAN DRUGGIST*, which reflected the sentiment of prominent pharmacists to the effect that the methods of the last election were to be deplored, that numerical strength rather than the fitness of the candidate had carried the day for East Siders, that there had been more politics than pharmacy in the election and that a line of demarcation had been clearly drawn between different classes of pharmacists.

MR. MARMOR SPEAKS FOR THE EAST SIDE DRUGGISTS.

"Such is the wailing cry raised by those pharmacists who are not pleased with the result," said Mr. Marmor, "and they feel inclined to think that, in order to avoid a repetition of a similar election, a change is absolutely necessary in the State pharmacy law, the modus operandi of which was liked by them very well until now, but which became defective as soon as their man was not chosen.

WHO INAUGURATED FACTIONAL POLITICS IN PHARMACY?

"In trying to prove to the friends of pharmacy that the alarm is exaggerated and that changes in the pharmacy law are not imperative, I do not intend to deny the existence of some of the evils mentioned. The formation of factions is the greatest and most undesirable wrong. But why was its appearance noticed only of late and after election? Is not the cause of it rooted in the stubborn resolution of a small number to have and to keep the governing power because of their 'Mayflower' descendancy, or, better to say, for their being a few years older as residents of this cosmopolitan city? In my opinion the election and electioneering involved were rather an attempt not to deepen but to wipe out that line of demarcation by illustrating that we are all, as pill makers, subject to the same conditions; all are equal before the law and none of us is anything more than a licensed pharmacist of the city of New York, with but one vote to cast. No Baer explanations for arbitrary rule; no God-given rights; no snobishness—forget it, please!

POLITICUS PHARMACEUTICUS.

"The appearance on the body pharmaceutic of the ex-crescence known under the botanical name of Politicus Pharmaceuticus is really to be regretted. The origin of this morbid growth is to be found in some other quarter and not in the New York Retail Druggists' Association, as some are inclined to think, and every fair minded pharmacist should take a hand in weeding out that nuisance. To me the sight of a pharmaceutical politician is simply nauseating.

A REPUBLICAN FORM OF GOVERNMENT.

"That numerical strength won should be the least thing to complain of, for so long as this prevails republican institutions will remain safe and sane. The other part of the complaint—namely, that the fitness of the candidate was not considered, is certainly answerable, but so broad that it would take up too much of your valuable space and of my time. Be it enough to say that I am a thorough believer in the old maxim, 'Vox populi, vox Dei,' and that the one whom the majority thinks fit, is fit.

THE HEBREW A FACTOR NOT TO BE IGNORED.

"It is openly hinted that Mr. Weinstein was elected by the Hebrews of the East Side. Supposing that such is the case, is there any wrong in it? President Roosevelt spent many an hour on the East Side to gain the Hebrew vote. Among the most active workers in Mr. Erb's camp there were also Hebrews. It is impossible to eliminate or to ignore the Hebrew in this city; you find him in the ranks of thieves and in the assemblies comprising the highest type of our citizenship. But let me assure you," continued Mr. Marmor, "that the New York Retail Druggists' Association, though the Hebrew element predominates in it, has a good admixture of other blood; that it has more members on the upper West Side than on the lower East Side; that nearly every member availed himself of his right as a pharmacist of the city of New York to vote for a member of the board of his profession in New York, and hence the result; that those having a dislike for the collusion between the board and the colleges joined hands with others that had certain grudges against the board and, desiring a change, they succeeded in electing an independent man of their liking.

LET US RID PHARMACY OF POLITICS!

"Let us abide by the decision and call the election fair and square and all ill feeling will be removed. To obliterate the chasm between the different factions and to rid pharmacy of politics and politicians should be the object of pharmacists and the pharmaceutical press. This end can be attained not by changing the pharmacy law so as to enfranchise every licensed pharmacist—for that would not alter things an iota—nor by giving over to the Governor the right to appoint members to the board—for in that case politics would reign supreme and fitness for the position would be determined by the candidates' ability to hang out in political clubs and to contribute to campaign funds. But the desirable harmony for the good of the profession can be reached by creating a peaceful feeling between the several organizations by helping them to come to a mutual understanding, so that they could jointly nominate the candidate, and thus all strife could be avoided and the energy of the active men of the several organizations would be directed toward the real thing, toward the great task of bettering the conditions of pharmacy.

"I invoke the pharmaceutical press to help in bringing about this peaceful state of affairs, so that after the next election there will be no pretext for a part of the pharmacists in this city to grumble and to criticise the methods of the election, and for the rest to answer them sneeringly, 'You don't know how to fight, anyway.'"

The Next Meeting of the Arkansas Board.

J. W. Beidelman, secretary of the Arkansas State Board of Pharmacy, asks us to announce that the next examination of the board will be held on Tuesday, November 15, in the city of Little Rock, where Mr. Beidelman may be addressed by intending candidates.

TO RESTRICT THE SALE OF CARBOLIC ACID.

The Health Commissioner's Report—337 Suicides in One Year Used Carbolic Acid—Views of a Member of the Board.

The sale of carbolic acid by druggists is at present one of the chief topics of discussion among retail pharmacists. The matter was brought up recently by a report made public by Health Commissioner Darlington, giving a record of suicides by the use of carbolic acid that take place annually in New York city. The commissioner practically charges druggists with carelessness in selling carbolic acid without reasonable assurance that it is not to be used for suicidal purposes. He also recommends more stringent poison laws as a remedy for the evil.

In the course of his report Commissioner Darlington says: "Carbolic acid in its full strength ought not to be in homes, and especially in homes where those who are handling it are ignorant of its danger. Druggists ought not to sell it over their counters to entire strangers under any circumstances. If diluted so that there is perhaps a quarter of a teaspoonful to a quart of water, there would be no harm. But only with the greatest precaution ought a druggist to sell carbolic acid at all, and the frequency with which we read of deaths due to that poison is evidence that there must be druggists who are not as careful as they should be. I propose taking steps that will check this evil."

The Health Department records show that in 1903 805 men and women in Greater New York killed themselves. Of these 337 used carbolic acid. In the first quarter of this year 91 out of a total of 208 suicides used carbolic acid, as compared with 55 out of 171 in the corresponding period of 1903. The increase this year among suicides using carbolic acid was about 50 per cent.

A member of the State Board of Pharmacy in commenting on Commissioner Darlington's report and in speaking of the need of regulating sales of carbolic acid said: "It would be impossible to sell 'diluted carbolic acid' such as Dr. Darlington suggests—that is, diluted with water. There is no such thing as 'diluted carbolic acid.' Of course there are carbolic acid solutions, but those are different from what the commissioner means. Carbolic acid can be diluted with water for a while, but it subsequently separates from the water."

"I believe that druggists should not be allowed to sell carbolic acid at all without a prescription from a physician or some one, such as a nurse representing him. The present law should be amended in this respect. At present the law itself does not compel a pharmacist to keep a record of sales of carbolic acid, and even if it did, it would not prevent any one from getting it whenever they wanted it. There are so many uses to which carbolic acid is put that plausible answers can be given to any question the druggist wishes to ask of the purchaser. In the interest of both the pharmacist and the public I should like to see the sale regulated as I have suggested. The Health Department, I believe, has power to adopt and enforce such regulations; the State Board of Pharmacy has not, but the board would no doubt co-operate with the department in stopping the abuse."

A New Poison Register.

As told briefly in our report of the annual meeting of the New York State Pharmaceutical Association, the association gave formal approval to a poison register for recording the sale of poisons as required by the New York State Pharmacy law and the New York State Penal Code. The register was compiled and arranged by the Committee on Sale of Poisons of the New York State Board of Pharmacy, consisting of Judson B. Todd, S. A. Grove and C. S. Erb, and is now on sale by Andrus & Church, Ithaca, N. Y., at the price of \$1.25, postpaid. One of the features of the book is a toxicological chart, giving the true antidotal and the antagonistic treatment of poisoning taken from Brundage's well-known "Manual of Toxicology."

Virginia Pharmaceutical Association.

Newport News, Va., July 14.—The twenty-third annual convention of the Virginia Pharmaceutical Association, which has been in session at Buckroe Beach for three days, came to an end at noon to-day.

Richmond and Norfolk are mentioned as the next place of meeting, but the selection is left with the executive committee. In the afternoon the members visited this city and the shipyards before leaving for their homes. Officers were elected this morning as follows:

T. A. Miller, of Richmond, president; Polk Miller, of Richmond, first vice-president; Payne Avis, of Harrisonburg, second vice-president; C. B. Fleet, of Lynchburg, secretary; A. W. Ely, of Suffolk, treasurer; R. C. Petzold, of Newport News, chairman; C. L. Wright, of Petersburg, and W. H. Washington, of Manchester, executive committee; W. R. Martin, of Norfolk, local secretary.

T. A. Miller, of Richmond, and J. R. Knight, of Franklin, were elected delegates to the National Association of Retail Druggists on October 10-14, and T. A. Miller and M. E. Church, of Falls Church, were elected delegates to the American Pharmaceutical Association at Kansas City, Mo. Resolutions were passed indorsing the bill increasing the pay of naval pharmacists.

New Officers of North Carolina Pharmaceutical Association.

Asheville, N. C., July 17.—The North Carolina Pharmaceutical Association at its annual convention here elected the following officers for the ensuing year: President, G. K. Grenthain, of Dunn; first vice-president, I. R. Hood, of Smithfield; second vice-president, C. B. Miller, of Goldsboro; third vice-president, C. R. Thomas, of Thomasville; secretary, P. W. Vaughan, of Durham; treasurer, A. J. Cook, of Fayetteville; member Pharmaceutical Board, W. W. Harris, of Fayetteville; local secretary, F. S. Duffy, of New Berne; executive committee, George L. Wootin, of Hickory; W. W. O'Hanlon, of Winston; John M. Scott, of Charlotte, and H. A. Pfaffin, of Asheville. The convention adjourned at 7 o'clock to meet in Morehead City in their next session on the 22d of next June.

The New Hampshire Association.

The thirty-first annual meeting of the New Hampshire Pharmaceutical Association was held at Hotel Weirs, The Weirs, N. H., on June 28, and was without doubt one of the most successful meetings in the history of the association.

The business meeting was held in the hotel parlors at 3 o'clock. It was voted that the association affiliate with the National Association of Retail Druggists. It was also voted to hold the next annual meeting at Plymouth, the date to be fixed later by the Executive Committee. The election of officers for the ensuing year was then held, with the following result: President, William D. Grace, Portsmouth; first vice-president, Albert J. Weeks, Exeter; second vice-president, Lewis G. Gilman, Manchester; secretary, John H. Marshall, Manchester; treasurer, Nelson S. Whitman, Nashua; auditor, Herbert E. Rice, Nashua; Executive Committee, George W. Nutter, Salmon Falls; Edwin C. Bean, Belmont, and John H. Marshall, Manchester.

Previous to the banquet, which was held at 8.30 o'clock, a reception was tendered to Governor Bacheider, Congressman Currier and other guests of the association.

Georgia Druggists Fight Patent Medicine Bill.

Savannah, Ga., July 15.—The local druggists are up in arms against the bill introduced in the legislature to make all druggists selling patent medicines containing alcohol take out a special license. They have laid their wires to compass the defeat of the measure. Senator Moore has been written to use his influence against the measure. Druggists say almost every patent medicine would be taken off their shelves, as they could not afford to take out licenses.

CANADA.

New Officers of the Council—Only Ten Applicants Passed the Examination—An Attack on Patent Medicines.

(From our Regular Correspondent.)

Toronto, July 20.—At the initial meeting of the newly chosen Council of the Pharmaceutical Association of Quebec Province the following officers were elected: President, John E. Tremble, Montreal; first vice-president, A. E. Du Berger, Waterloo; second vice-president, J. E. Dube, Quebec; treasurer, W. H. Chapman, Montreal; secretary-registrar, E. Muir, Montreal; board of examiners, W. H. Chapman, Edmond Giroux, jr., Alex. B. J. Moore, and H. Guérin, Montreal; R. W. Williams, Three Rivers, and A. E. Du Berger, Waterloo.

THE QUARTERLY EXAMINATION

of the Pharmaceutical Association of Quebec Province was held at Montreal last week, where about 20 candidates presented themselves, of whom the following passed: Henri Archambault, Joseph Gagnon, J. C. St. Germain, Philip R. Thomas, Arthur Larose, A. Noel, M. Freedman, J. A. Leduc, Emil Picard, and S. Desmarchais.

PATENT MEDICINES ATTACKED.

At the convention of Executive Health Officers of Ontario, held at Sarnia, Ont., on July 13 and 14, considerable interest was excited by a paper read by George Nasmyth, M. A., Ph.D., which rather turned the tables upon the medical men who have been calling attention to the alleged injurious character of proprietary medicines. Mr. Nasmyth assailed the ready-made prescriptions used by many physicians in the form of pills or liquids and bearing formulæ-analysis, which, he asserted, showed that many of these preparations were very far from being what the formulæ represented.

The Dominion Linseed Oil Company is bringing an action to recover \$3,000 from the Francis Frost Company, manufacturers, claimed to be due for goods delivered.

PASSED THE EXAMINATION.

The semi-annual examinations of the Ontario College of Pharmacy, Toronto, held recently, resulted in the graduating of 134 students, of whom 49 passed with honors. Prizes were awarded as follows: John Roberts Scholarship and College Gold Medal, A. J. Bouchier, Washington, Ont.; John Roberts Medal, W. W. Simpson, Brantford, Ont.; College Silver Medal, A. M. Reid, Sault Ste. Marie, Ont.; Dispensing Medal, S. R. Savey, Waterford, Ont.; Pharmacy Medal, S. C. Kennedy, Lennoxville, Que.; Chemistry Medal, J. W. Smith, Almonte, Ont.; Materia Medica Medal, E. E. Jessop, Shelburne, Ont.; Botany Medal, E. E. Sexsmith, Glencoe, Ont.

A MONTREAL DRUG CLUB.

The Montreal Drug Club is the name given to a new organization of the drug trade of Montreal. The officers and committee were appointed at a smoking concert on the 10th of March last. The objects of the club are to promote harmony and sociability amongst the employers and employees of both the wholesale and retail trade, and also for the intellectual advancement of the drug profession; to have a place where they could meet man to man and air their grievances after compounding pills and ointments all day.

It was felt by the founders of the club that as the city of Montreal had grown so fast, it was time the drug profession should be an organized body in order to have a recognized status. Some have argued that the retail trade hardly has time to attend a club, but we hope in the near future to have the co-operation of all the druggists in establishing early closing, and after the preliminary arrangements are finished this will be the first matter to be brought up. It is also the committee's intention to have fortnightly or monthly lectures by the professors of the college during the winter months, and the members themselves will be asked to contribute papers and invite discussion on the same.

The club was formally inaugurated on June 8. The club rooms, which are situated in the same building as the Montreal

Medico-Chirurgical Society, over the Bank of Montreal West End Branch, were prettily decorated for the occasion. The attendance was about two hundred.

The president, L. G. Ryan, received, being assisted by the honorary president, W. H. Chapman, honorary vice-president, W. J. Wight, and the secretary, P. Wilson. Many leading druggists of the city were present, among whom were J. E. Tremble, John Lewis, J. E. W. Lecours, A. D. Mann, T. J. Quirk, T. E. Gagner, R. H. Bryson, C. E. Scarrff. The wholesale houses were represented as follows: Lyman, Knox Company, Ltd.; J. W. Knox, Lyman, Sons & Co.; J. E. Morrison, Kerry, Watson & Co.; J. A. Findlay, Evans & Sons, Ltd.; T. H. Wardleworth and J. A. Dyke. There were also present A. B. J. Moore, vice-president of the Montreal College of Pharmacy; E. Muir, registrar; S. J. Martin and O. W. G. Dettmers, of Lyman, Sons & Co.; Allan Cameron, jr., and F. W. Knox, of the Lyman, Knox Company, Ltd.; J. Rogers, of the Abbey's Salt Company; H. Piler, of the Lacto-Globulin Company; Mr. War-moll, of the Seely Mfg. Company; Messrs. Bawden and Ferguson, of Lawson, Jones & Co., London, Ont.; Mr. Brady, of the Wells & Richardson Company; Mr. Pollwka, of the Toronto Pharmacal Company; F. L. Benedict, of the Leeming, Miles Company, Ltd.; R. E. Pineo, of the H. K. Wampole Company; Mr. Lorimer, of Messrs. Lorimer & Co., wholesale druggists, London, England, and many others.

Following the opening address of the president speeches were made by W. H. Chapman, W. J. Wight, J. E. Tremble, J. W. Knox, J. E. Morrison, T. H. Wardleworth, J. A. Dyke, A. B. J. Moore, Mr. Brady and Mr. Jackson, the pioneer druggist of St. Catherine street, who retired from business a few years ago. Stirring speeches in French were given by H. Borre, vice-president, and J. E. W. Lecours, the latter's remarks being of great interest to the young members.

Refreshments were served in the billiard room, during which an orchestra dispensed music much to the delight of all the guests.

The club occupies two large rooms, lavatory and ante, or cloak room; the room facing St. Catherine street being used as a reading and recreation room, where there is a table with all the leading pharmaceutical journals and popular dailies, weeklies, and monthlies. The other room is used for billiards, in which has also been placed a shuffle board and three or four card tables. So far the shuffle board seems to be the most popular amusement with the members.

The committee of organization embodies the following members:

W. H. Chapman, W. J. Wright, L. G. Ryan, Hercule Borre, W. P. Wilson, J. H. Goulden, W. S. Stone, O. Fowler, A. C. Paquette, John Weinfeld, O. H. Tansey, and J. A. Dearden.

CANADIAN NEWS NOTES.

F. T. Burgess, of Toronto, has sold out to J. W. Wood.

W. R. Austin, of Winnipeg, has taken Frederick Hamlin into partnership.

W. W. McKeague, druggist, of Winnipeg, is opening a branch store in that city.

John Birks, of Cardinal, Ont., has assigned to H. B. Merrick. A meeting of creditors has been called for the 28th inst.

Joseph Valliquette, of Ottawa, who is among the graduates at the Ontario College of Pharmacy, is opening a drug store at the corner of York and Dalhousie streets, Ottawa.

Austin Francis, druggist, of Winnipeg, is about to erect a business block adjoining his present property on Notre Dame avenue.

The Toronto Pharmacal Company, who were burned out by the recent Toronto fire, are building a large three-story warehouse on King street, West, Toronto.

E. Nesbitt, of Winnipeg, Man., who won the Flexow Gold Medal at the recent pharmaceutical examinations in Manitoba, has been appointed manager of the dispensing department of H. A. Wise & Co., Winnipeg.

The Board of Governors of McGill University, Montreal, among recent additions to the staff have appointed Dr. J. W. Scane lecturer in pharmacology and therapeutics and J. R. Roebuck lecturer in chemistry.

Obituary.

ELIAS BREMRIDGE.

The death has just taken place in London, England, at the patriarchal age of 93, of Elias Bremridge, who from 1857 until about 20 years ago was secretary of the Pharmaceutical Society of Great Britain. Mr. Bremridge was apprenticed to an Exeter apothecary and ultimately moved to London. There he became associated with Jacob Bell and other founders of the Pharmaceutical Society. He was ultimately appointed secretary and, having an inside knowledge of the drug trade in all its phases, he was of the utmost value in the period of stress and storm which accompanied the passing of the pharmacy act in 1868. He worked wholeheartedly and strenuously for the society, and when he retired in 1884 he was awarded a pension of £400 per annum. His son, Richard Bremridge, who succeeded him and is still secretary and registrar, has no pharmaceutical qualifications.

* CAPTAIN ASPINWALL.

Capt. Henry Chappell Aspinwall, general superintendent of the smokeless powder department of the Dupont Powder Company, died at his residence in New Jersey on June 29. At the time of his death Captain Aspinwall was vice-president of the New York Section of the Verein Deutscher Chemiker and was an active member of both the American Chemical Society and the Society of Chemical Industry. He was personally very popular and was held in high esteem in technical circles as an expert in all matters relating to smokeless powder and its manufacture. Both the Verein Deutscher Chemiker and the New York Section of the Society of Chemical Industry adopted resolutions expressive of the regret felt by the members at the death of Captain Aspinwall.

DIED.

BALL.—In Philadelphia, Pa., on Sunday, June 26, William E. Ball, of Hellertown.

BROWN.—In Kalamazoo, Mich., on Tuesday, June 28, D. D. Brown, in the seventy-sixth year of his age.

BUNTING.—In Wilmington, Del., on Saturday, July 16, Joseph E. Bunting, in the forty-third year of his age.

CALDWELL.—In West Albany, N. Y., on Wednesday, July 18, George E. Caldwell, jr., of Hartford, Conn.

DRAKE.—In Elizabeth, N. J., on Sunday, June 26, Jonathan B. Drake, of the firm of Oliver & Drake, in the sixty-fourth year of his age.

DUNNING.—In Buffalo, N. Y., on Monday, July 11, Floyd M. Dunning, in the fifty-first year of his age.

GREVE.—In Chattanooga, Tenn., on Tuesday, July 5, Dr. Charles M. Greve.

HARBAUGH.—In Waynesboro, Pa., on Tuesday, July 12, G. Edward Harbaugh, in the thirty-third year of his age.

HOGUET.—In Bristol, Pa., on Thursday, June 23, Louis A. Hogue, in the eighty-third year of his age.

KENT.—In Knoxville, Tenn., on Friday, July 8, R. Clarence Kent, of the firm of Kent Bros.

LEWIS.—In Iota, La., on Friday, July 15, Ben Lewis, in the fifty-third year of his age.

NEANDER.—In Brooklyn, N. Y., on Friday, July 8, August Neander.

NICHOLS.—In Brooklyn, N. Y., on Saturday, July 16, Charles H. Nichols.

PARRISH.—In Alexandria, Va., on Tuesday, July 12, Percy P. Parrish, in the forty-third year of his age.

SCHMUNCK.—In Brooklyn, N. Y., on Thursday, July 14, George Schmunck, of Syracuse.

WUNDERLICH.—In New Orleans, La., on Tuesday, July 5, Emile G. Wunderlich, sr., in the seventy-sixth year of his age.

Greater New York News.

Colonel George, of Schieffelin & Co., has been spending his vacation at Block Island.

The pharmacy of Misslidge & Co., Lenox avenue and 114th street, has been purchased by Peter Diamond.

C. L. Gleeson, of Fitzsimmons, Gleeson & Co., has returned from a Western business trip.

William H. Close, of the importing department of Parke, Davis & Co., has been spending his vacation at Atlantic Highlands.

W. B. Kaufman, manager of the importing department of Parke, Davis & Co., recently visited the company's home offices in Detroit.

The German Apothecaries Society has desired to hold its annual ball in the Harlem Casino, Seventh avenue and 124th street, on January 4, 1905.

R. R. Lampa, of Lehn & Fink, returned recently from a pleasure trip to the Thousand Islands, the St. Lawrence, Lake Champlain and Lake George.

Mr. Bradford, head of the Bradford Drug Company, of North Main street, Paterson, N. J., denies the report that his company has been sold or is for sale.

William Kruger, of Brooklyn, accused of having facilitated the sale of smuggled drugs, such as trianol and phenacetine, was discharged after trial before Judge Thomas and a jury in the United States Court.

As a result of an explosion of alcohol in his drug store, Dr. Charles H. Nichols, of Sheepshead Bay, was enveloped in flames and very seriously burned. He was taken to the Emergency Hospital.

M. J. Breitenbach sailed for Europe on the steamship "Staatsendam," Tuesday, July 12. He was accompanied by his family, and it is his intention to spend the summer in a tour of Holland and Germany.

At a special meeting of the Eastern branch of the State Board of Pharmacy, held on Thursday night, July 14, Joseph Weinstein, the newly elected member of the board, was unanimously chosen secretary. He succeeds Charles S. Erb.

Among the out-of-town visitors to the local drug market recently were F. A. Seamon, of Perth Amboy; F. Bossert, of Wilkes-Barre, Pa., and J. R. MacDonald and J. C. Spratt, representatives of Parke, Davis & Co.

R. T. Bush, who for some six years past was with the Roessler & Hasslacher Chemical Company, and represented them as salesman throughout the East, has accepted a position with the General Chemical Company, of New York.

Is it ominous? Four years ago the national election was carried by the McK. & R. (McKinley and Roosevelt) ticket. This year there is a P. D. & Co. (Parker and Davis) ticket in the field, but no wholesale firm known as R. & F.

Quite a stir was caused recently in social circles of the upper West Side by the elopement of Louis T. Toussaint, a drug clerk formerly employed at Walton's store, West End avenue and Seventieth street, with Miss May B. Smith, a young heiress.

John A. Ritter, formerly the cashier and confidential clerk of A. P. Ordway & Co., manufacturing chemists of this city, was arrested last week at Columbus, Neb., by a New York detective. Ritter is wanted for the alleged embezzlement of checks and money from his firm.

The Board of United States General Appraisers has sustained the protest of Heine & Co., of this city, against the classification, at 25 per cent. duty, as chemical compounds of merchandise invoiced as essences and essential oils. The importers claimed the goods were free of duty as essential oils.

Two alleged crooks, both colored, went into the drug store of James Crawford, at 168 Ralph avenue, Brooklyn, the other afternoon when the clerk was alone, and ordered him to pay over \$3. Just at that time, however, Mr. Crawford himself entered and the two men fled.

Dr. C. F. McKenna has resigned as a member of the Municipal Explosives Commission. Dr. McKenna became dissatisfied, he said, with the manner in which the regulations governing the storage use and sale of explosives and combustibles are administered by the Commission. Practically all restrictions against explosives, he said, have been removed by numerous amendments.

Justice Gildersleeve, of the Supreme Court, has dismissed the suit of Mrs. Amelia M. Bauchle against Adolph E. Smylie and Milton Hopkins, president and counsel of the National Licorice Company, with cost and allowances to each of the defendants. Mrs. Bauchle is the widow of Thos. H. Bauchle, who had large interests in the company. She alleged she had been induced by misrepresentation to sign an agreement disposing of her husband's share. She sought to recover \$150,000.

After a service of thirty-five years with Colgate & Co., of this city, William P. Ammerman will retire from business about October 1. Mr. Ammerman began as an assistant bookkeeper with the firm in 1869. In 1872 he was placed in charge of the books and has been the head bookkeeper ever since. The firm, appreciating his long and faithful service, have notified him that he will receive a pension as long as he lives.

The Bowery Drug Store, referred to by Dr. McKenna in his resignation from the Municipal Explosives Commission as a proper subject for the Mayor's attention, has asked the commission to amend the regulations so as to permit it to sell chemicals and explosives and still be within the law. The proprietor of the store claims the city cannot legislate him out of business simply because a lodging house happens to be in the same building.

In compliance with a request of the Merchants' Association of this city, the Southern Pacific Company has announced that it will put in effect to this city for the fall buying season an individual special rate from Texas. The special merchants' fare of one and one-third for the round trip over the Southern Pacific system in Texas will be in effect on July 30-August 3, inclusive, and August 20-24, inclusive, via New Orleans gateway, on the certificate plan. The return limit on the certificates will be thirty days from date of issuance.

Typographical errors connected with the names of individuals are more than ordinarily exasperating to a careful editor. An instance of this kind is to be found in the preceding number of the AMERICAN DRUGGIST, where the compositor in resetting the name Miss Sophie Norwalk under the portrait of this estimable young lady altered the name to Walker. The misprint was not discovered until a number of copies of the paper had been sent out in the mails, and we consequently owe Miss Norwalk the apology which is now tendered.

O. P. M. Canis, manager of Kattman's store, at 559 Grand street, Brooklyn, has been a sufferer from the depredations of the sneak thief who has been paying attentions to the Brooklyn druggist, as reported in our last issue, but with variations. Mr. Canis reports to us that a man with reddish brown mustache and rather seedy and unkempt in appearance presented a prescription calling for a dozen powders each containing three grains of pepsin and five grains of bismuth. When the druggist disappeared behind the prescription desk the customer disappeared from the front of the counter, taking with him a display card of the 25-cent size cascara. To Mr. Canis' surprise a few days later his former customer appeared with the following story: "Say, doc, I live in the upper part of New York, and am short of carfare; will you give me 10 cents on a box of these?" presenting a box of the cascara which he had stolen only a few days previous. It is hardly necessary to say that Mr. Canis proceeded to give the sneak thief a vigorous lecture, expressing his sorrow at the absence of a policeman in the immediate vicinity. The thief volunteered to call one in order to have Mr. Canis arrested. He walked down the street denying the accusation and broke into a run when Mr. Canis called his little daughter. Unfortunately, Mr. Canis is carrying weight for age and was unable to follow. We hope that this narrative will put other druggists on their guard.

WESTERN NEW YORK.

Business Dull Generally—Well-known Druggist Dies Suddenly—Buffalo Druggists Have an Outing of Their Own.

(From our Regular Correspondent.)

Buffalo, June 20.—There is not much improvement in the retail drug trade in Buffalo this summer, though the season has turned warm and there is soda-water custom from such people as remain in town. In the family districts of the best sort there is complaint that so many people are away that there is loss of trade on that account about as much as there is gain in any other way. Still, the business is in something like normal condition, as there have been a few seasons better than the average of the past ten, and there is the usual effort to size up this one by some of them, which is hardly fair. It is too bad to find that the business might be much better to all if the druggists were all disposed to sell their goods at card prices and stick together. So long as there are those who insist on using their drug department for advertising something else it will not be easy to make more than a moderate profit out of the business.

FLOYD DUNNING'S SUDDEN DEATH.

Floyd M. Dunning, who had been a Buffalo druggist fifteen years and was much respected by the members of the business, fell dead of heart disease while on his way home to lunch on the 11th inst., not having been ill previously. The difficulty was heart disease. He was in his fiftieth year, and leaves a family. Burial was at the old home of the family at Mount Morris.

BUFFALO NEWS ITEMS.

J. A. Lockie on July 1 completed the fifteenth year of business as a Buffalo druggist in the same store on upper Main street that he now occupies. He is one of the people who make friends everywhere and stands high in the State and national councils of the druggists. As a sort of reminder of the anniversary, he made himself a present of a new outfit of shelf ware at the store. He is attending to business pretty closely since the meeting of the State association, as he will have to attend the October meeting of the N. A. R. D. in St. Louis, being a member of the council.

George Reimann, secretary of the Western branch of the State Board of Pharmacy, has bought the George T. Hanson drug store at Tupper and Franklin streets, Buffalo, and has placed the business in the hands of his sons, Arthur H. Reimann, who has for some time been in the same business in New York and Brooklyn, and Edmund Reimann, who is a student in the Buffalo Medical College. Both have been in a drug store all their lives and are especially well fitted for the business. Secretary Reimann is thinking of opening an office down town, especially if he concludes to give much of his time to the new store, for which the work in connection with the Empire State Drug Company, of which he has always been a director, and the much-increased demands of the State Pharmacy Board, he needs office accommodations. Mr. Hanson has been in poor health for some time, and goes now to the New Jersey coast for rest.

Fred E. Hatch, druggist of Jamestown, has opened his new store on the Chautauqua assembly grounds and has placed Pharmacist William B. Hoff in charge, assisted by Wilber R. Davis.

PREPARING FOR AN OUTING.

The Buffalo druggists are still expressing their regrets that the Rochester members of the business did not conclude to hold the joint outing that was projected last winter, but will not let that prevent them from taking the customary day off together this summer. A meeting of the committee of arrangements, Messrs. Keller, Tyson, and Greisheimer, will be held at once, when the time and place will be selected. It is likely that Olcott Beach will be chosen. The Buffalo druggists always take the ladies along, so that all are now acquainted and form a compact family.

BUFFALO NOTES.

Francis U. Kahle, president of the Woodward Chemical Company, of Buffalo, was a passenger on the St. Lawrence steamer "Canada," which was sunk in a collision on the 13th.

A. I. Hubbard, formerly a drug store owner in Buffalo, has been engaged as assistant in the Nan Every Pharmacy, of that city.

Frank W. Palmeter, druggist of Jamestown, was lately elected head of the Jamestown Commandery of Knights Templars.

Mrs. E. J. Liebetrut, wife of the well-known Buffalo druggist and member of the old county Board of Pharmacy, is contesting the will of her bachelor uncle, Henry Koons, who neglected to mention her in the disposition of his \$500,000.

In a recent news note we stated that F. H. Fink had purchased the Milliner drug store at Holley. This was incorrect, as the store had really been purchased by Andrew S. Fisk, whose name was wrongly spelled Fink in the note in question.

George H. Paddock, formerly proprietor of various Buffalo drug stores, has taken a position with F. A. Darrin, the Main street druggist. Frank L. Horton, formerly at Darrin's, has been engaged by E. A. Kingston.

WITH THE TRAVELERS.

J. F. Churchman, who looks after the business of Schandell & Lind, Philadelphia perfumers, was in the city about the middle of the month with the usual list of good things in his line.

The French house of Antoine Chiris sends us as usual its general agent, W. B. Robeson, who was in the city this month with supplies of essential oils, perfumers' raw materials, and other specialties wanted by the trade.

L. E. Treat, now the accomplished salesman of Johnson & Johnson in this territory, looked in on his friends after the middle of the month with the usual results.

Edwin H. Powell, of the druggists' sundries department of the New York house of Lehn & Fink, spent a season in the Buffalo territory during July and departed with his usual number of orders.

George C. Gildersleeve, who travels this way for the Philadelphia house of John Wyeth & Brother, whose standard pharmaceutical preparations go fast in his hands, was here after the middle of July on a regular trip.

A Costa Rican Druggist in Town.

Those among our readers who are interested in foreign affairs commercially will doubtless be glad to know of the arrival in New York of Señor José C. Zeledon, probably the largest retail druggist at San José, Costa Rica. Mr. Zeledon is here on a purchasing expedition, and as he imports large quantities of goods of all kinds required by the other druggists throughout Costa Rica and by the physicians and hospitals there, it will doubtless be to the interest of as many of our friends as possible to make the personal acquaintance of this gentleman whose headquarters will be with the AMERICAN DRUGGIST, through whom all communications intended for him should be addressed.

Norwich Pharmaceutical Company Meeting.

Norwich, N. Y., July 20.—At the annual meeting of the Norwich Pharmacal Company the following trustees were elected for the ensuing year: Oscar G. Bell, present president of the company; Robert D. Eaton, present secretary; T. D. Miller, R. C. Stofer, Nathan L. Briggs; for inspectors of election, John H. Hicks, William S. Haynes. The report of the president showed a gratifying growth in the company's business for the year. The work of rebuilding the recently burned portion of the plant is progressing rapidly.

NEW ENGLAND.

N. A. R. D. Opens Active Campaign—A Permanent Local Representative at the Hub—Liquor Licenses Held Up in Salem—Even the Druggists Take Vacations—An Epidemic of Drug Store Burglaries—Department Store Drug Thieves.

(From our Regular Correspondent.)

Boston, July 20.—Mr. Kaizer, the N. A. R. D. representative, has located here permanently, and he is to have an assistant in local work prior to opening an aggressive campaign. Mr. Kaizer or his assistant propose to personally interview every druggist in their territory so that the latter may be kept informed of the work being done and at the same time stimulated to attend all of the association's meetings. Recently an informal meeting of some of the members of the Boston Apothecaries' Association was held at the M. C. P., and after a short discussion the members present signed a petition for a regular meeting next week. The meeting will be held as requested, and at that time the election of officers, possible changes in by-laws, and other matters of moment will be discussed. At the present writing the local auxiliaries throughout the city are holding meetings at which arrangements are being completed to have the various executive officers attend the above meeting of the central organization.

DRUGGISTS ASKED TO SELECT ONE DRUGGIST TO HOLD THE SOLE LIQUOR LICENSE.

The Board of Aldermen of Salem thought they had adopted a satisfactory method of solving the license problem when they voted recently to grant one sixth-class license. But the board did not stop here, as they also voted to ask the druggists of that city to select the person to have the license. This move proved unsatisfactory to the druggists, who will neither make the desired selection nor consider the acceptance of a single license. This proposition is not new, the experiment having been made some years ago. At that time it was rejected by the druggists. It is also understood that the druggists will inform the aldermen that one of the latter's duties, according to law, is to make selections of licenses.

In the Malden Board of Aldermen, the other evening, there was a lively discussion over the issuing of additional licenses. One of the board had requested an associate to vote with him in granting a license to one man, but the latter alderman asserted vigorously that he was not going to act as a cat's paw to accommodate his fellow member. The aldermen finally rejected the application of this particular druggist by a vote of 4 to 3, but at this same meeting a license was granted to Harold E. Gove, Ph.D.

VACATION NOTES.

The vacation period is taking many away from their stores and desks. President Elie H. La Pierre, of the U. S. P. A., has returned to routine duties after a brief rest. Edwin W. Shedd, Ph.G., of the T. Metcalf Company, is attempting a corner in Granite State atmosphere at Raymond, but in this he is soon to have opposition from F. A. Partridge, of the American Soda Fountain Company. George H. Hunneman, of this last named company, is summering at Willard, Me. Charles E. Harrington, one of the desk salesmen of the Eastern Drug Company, is also to go to the Pine Tree State. His address will be Squirrel Island. A. H. Bartlett, of this company, is at present taking a short respite from regular work. Dr. Julian W. Baird, dean of the M. C. P., is to go to Jackson, Mich., and may attend the A. Ph. A. meeting. Professor Wilbur L. Scoville and family are at Point Allerton for the heated term, the former making daily trips to the city.

Arthur A. Jackson, Ph.C., M. C. P., '02, who is located at Atlanta, Ga., as chemist for the Southern Oil Company, is here on a vacation of two months' duration.

BAY STATE BURGLARIES.

Bay State drug stores have been somewhat free from burglaries recently, but with the advent of the good old summer time the epidemic of freaks, so prevalent last year, has taken on renewed vigor. With the likelihood of a thriving period in mind, it behooves the careful druggist not to leave much cash

in the till o' nights, and also to have an eye to the security of fastenings. One night recently in Lynn, two women noticed a man trying to raise the windows of W. F. Green's store. They notified their husbands and then blew tin horns to arouse the police and men of the neighborhood. In this they were successful, and soon a posse was in pursuit of the burglar. He was eventually captured, after being clubbed by citizens, and then turned over to the police. He was held in \$200 for the Superior Court. The store of W. H. Whitaker, Malden, was entered later and \$4 abstracted from the cash register. A quantity of goods were also stolen.

CHARGED WITH THEFT FROM A DEPARTMENT STORE.

That the department stores have trouble with their drug adjuncts is evidenced by the recent arrest of Robert F. Campbell, who is in charge of the drug business for Houghton & Dutton, on Tremont street. It is claimed that Campbell has for some time been secreting and disposing of drugs from his department. He will be arraigned in court on the charge of larceny of articles to the value of \$900. Certain accomplices will later be taken into custody for their connection with the alleged larceny.

TALKED ABOUT.

Bolajian's Pharmacy is a new store on Harrison avenue. It is supplied with an American Soda Fountain Company's apparatus.

Fred A. Higgins, who was head clerk for Mr. Talbot, of Cambridge, for a number of years, has opened a new store at North Cambridge. He purchased one of the new Innovation fountains of the American Soda Fountain Company.

Arthur T. Millea recently opened a new store at Peabody. He is drawing soda from one of the Innovation fountains of the American Soda Fountain Company.

Charles W. Donahue has returned to his old location, 582 Dorchester avenue, from which he was compelled to move by street widening operations. He is using a wall apparatus from the American Soda Fountain Company.

The rubber game between the drug and provision clerks of Wakefield was played on July 14, and was won by the provision clerks by a score of 17 to 6.

W. H. Stanton's store, 187 Webster avenue, Cambridge, was raided July 17 and a large quantity of liquors and empty ale bottles seized.

Theodore Dangelmayer, jr., M. C. P., '04, was married to Miss G. Viola Morgan last month.

The Salem police recently raided the store conducted by ex-Mayor John F. Hurley. Nothing was found in the store proper, but in a room overhead a half dozen bottles of liquor were secured, and in a tailor shop, next to this room, they found and seized a number of cases of beer. It is claimed that the liquor was not the property of Mr. Hurley.

George Scott, of Sheffield, and W. H. Dyer & Co., of Leominster, suffered slight losses from July 4 fires.

G. F. Daley, of Brookline, clerking for E. M. Bowker, was recently married to Miss Minnie F. Briggs.

William W. Bartlett, Ph.G., is now a bachelor of laws, the degree having been granted by the Evening Law School, Y. M. C. A.

The American Soda Fountain Company has been in receipt of orders far in excess of expectations for the Innovation apparatus recently placed upon the market. As attesting its popularity, not all of the spring orders are filled yet, and there is not one of these fountains in the Boston salesroom. The following Bay State druggists have recently installed this new form of apparatus in place of the old style: C. H. Packard, Ph.G., East Boston; M. J. McIntyre, 1481 Washington street, Boston; Frank J. Pearson and Charles F. Nixon, Ph.G., both of Leominster; Hayes & Pearson, Fitchburg; Arthur E. Whicher, Woburn, and W. H. Connor, Haverhill. Lewis J. Rigall, Holyoke, has a new wall apparatus from the above firm, and the following are recent purchasers of carbonators: A. T. Bowman, Magoun square, Somerville; C. E. Mason, Webster; W. T. Weldon, Chelsea; S. S. Cunningham & Co., Lowell; J. B. NeSmith, Chelsea; George E. Dresser, Putnam, Conn., and Lewis P. Beaudry, Pawtucket, R. I.

PENNSYLVANIA.

Eliminating the Cutters—Cutter Totten Joins the P. A. R. D.—Only One Holds Out—Cutter's Supplies Being Shut Off—The Wilson Drug Tangle—Illegal Liquor Sales on Sunday—Physicians Must Not Furnish Liquors to Patients.

(From our Regular Correspondent.)

Philadelphia, July 20.—There is great joy in the ranks of the P. A. R. D. This association has made greater strides during the past few weeks than at any other time during its history. It has demonstrated to the cutting retail druggists that their day is over and from now on they will have great difficulty in securing goods. W. H. Totten, who has been classed as one of the leading cutters in this city, and, in fact, is one of the original cut rate druggists, has at last succumbed to the pleadings of the representative of the association and has come into the fold. Mr. Totten has for many years conducted a drug store on Tenth street, just below Fairmount avenue. From a small beginning his business has grown into a large one. For years his specialty has been the cutting of proprietary medicines, but of late he has found it almost impossible to secure the goods he wanted, which has compelled him to succumb to the inevitable and become a member of the local retail association. And about the same time the proprietors of the St. Cloud Pharmacy, Seventh and Arch streets, also entered the ranks.

LODER DECLINES.

The association now embraces all the prominent stores, with the exception of one, in this city. Loder's drug store, at Sixteenth and Chestnut streets, refuses to have anything to do with the association, and Mr. Loder says that he will in no way bind himself to live up to any agreement that the association makes. It is, however, contended by the officers of the retail association that Mr. Loder will either have to join the association or cease selling proprietary goods. A close watch is being kept on all the wholesale jobbing houses, and as soon as one is found selling goods to a cutter the members of the association are notified and all business with this house is stopped. This is the lever which the association is using to induce all retail druggists of this city to unite for their own concession. The association is in a prosperous condition, and under the jurisdiction of President Potts a large amount of work is being done which will eventually be a great benefit to the retailer.

THE WILSON DRUG COMPANY'S AFFAIRS.

Every effort is being made by the creditors of the E. E. Wilson Drug Company to compel the officers to have turned over to the company the various drug stores which have been recently transferred. The receiver has been successful in having five of the stores that have been transferred to Dr. E. E. Wilson turned over to the receiver, and endeavors are being made by him to recover two other stores that were transferred.

The Union Drug Company was the original corporation, but it went into liquidation and all its obligations were taken up by the E. E. Wilson Drug Company. This corporation continued to run the concern until a few months ago, when there was some disagreement and President E. E. Wilson resigned from the head of the company. Shortly afterward some of the stores which were owned by the company were transferred to creditors who were identified with the corporations. This action on the part of the officials of the company caused Smith, Kline & French Company, Valentine Smith and Wm. B. Burk & Co. to combine and file a petition asking to place the company in bankruptcy. They were sustained and a receiver appointed. A close watch is being kept on the movements of the officers of the company, with a view of bringing criminal proceedings on the slightest provocation. One of the creditors said: "A number of the creditors feel that there is an attempt to beat them out of what is due them, and they are now making a fight on principle to prevent a consummation of the scheme."

A BIG STORE ON CHESTNUT STREET.

George B. Evans has altered the store adjoining his Chestnut street house and has converted the two buildings into one. This gives Mr. Evans an immense front, and probably the largest and handsomest retail drug store in the United States. He has completely refurnished the ground floor, and besides has enlarged all the departments.

ILLEGAL LIQUOR SALES ON SUNDAY.

The easy manner in which those who desire can obtain whisky from druggists on Sundays has caused Internal Revenue Collector McCoach to issue a warning to physicians who prescribe "vini Gallici" or "Spiritus frumentum" about giving prescriptions to their favored patients on Sunday, and he has stated that hereafter these "drugs" should be bought over the bars of the licensed saloon on week days.

For some time Collector McCoach has had misgivings regarding the amount of whisky and ginger sold over the counters of some of the drug stores owned by physicians. He sent an inquiry to the chief of the Federal Service, at Washington, to which he received the following reply from John W. Yerkes, commissioner:

In reply to your inquiry of the 6th inst., you are hereby informed that a practicing physician, who, without holding the special tax stamp of a retail liquor dealer under the United States internal revenue laws, furnishes his patients with distilled spirits, wine and malt liquors under conditions constituting sales of these liquors, directly or indirectly, involves himself in liability to criminal prosecution under these laws, unless he shows that the liquors thus furnished have been compounded into medicines by the addition of some drug or medicinal ingredient. If the liquors are not so compounded he cannot sell them even for medicinal use without involving himself in special tax liability.

The warning sent out by Internal Revenue Collector McCoach regarding the selling of spirituous liquors on Sunday by druggists brings up the question in the minds of the druggists whether it makes any difference if he fills a prescription calling for liquor on Sunday or any other day. Adam Pfroom, of the firm of Pfroom & Kindig, wholesale druggists, said that he didn't think that the Government laws had any provision on the subject. He said that the Pennsylvania State license gives the druggists the right to sell a pint of whisky on the prescription of a physician.

PHILADELPHIA ITEMS.

D. G. Potts and family are summering in Delanco, N. J.

Chas. Leedom has just returned from a trip South.

Chas. Rehffuss, of the N. A. R. D. Executive Committee, is in Chicago on N. A. R. D. business.

Atlantic City druggists are complaining of the backward season.

The minimum price-list introduced by J. & J. for their products seems to meet with universal favor.

J. F. Maurice, of Johnson & Johnson, is spending a short vacation at Beach Creek.

and J. W. Johnson, of Red Cross fame, are enjoying their customary salmon fishing trip in Labrador.

The East End Pharmacy, 1829 South Second street, has been sold to Mr. Fralinger.

D. H. Ross, Almond and Norris streets, is spending his vacation at Atlantic City.

E. R. Gatchell, president of the Philadelphia Wholesale Drug Company, is spending the summer at Langhorne.

Charles A. Stout has bought the drug store at Eighth and Diamond streets from Wm. H. Sutton.

A new drug store has been opened at Fifty-ninth street and Haverford avenue by Wm. P. Kram.

Harry Wilkinson has just returned from a trip to Kansas City and St. Louis.

H. H. Menter, of Germantown, is the possessor of a new automobile.

Otto Kraus, who runs a drug store at Twenty-eighth and Poplar streets, has recovered from a fall which he recently had which seriously injured his legs.

W. F. Steinmetz has had more than his share of trouble recently. One day he buried his father-in-law, the next day his aunt and now he is laid up with a boil on his cheek.



Fred S. Rogers, G. H. Merritt, Frank Richardson,
Middletown. Newburg. Cambridge.

At the Brighton Beach Meeting of the New York State Pharmaceutical Association.

Rutter Brothers, Forty-seventh and Woodland avenue, have sold their store to Mr. Macintosh, who was formerly with the Shell Pharmacy in West Philadelphia.

A. H. Bolten, jr., & Co., are removing from the Johnson & Johnson Building, 514 Arch street, into a more spacious office at 504 Arch street.

The two inseparables, Geo. Ochse and Geo. Bille, are to be seen daily in some little suburban place enjoying the breezes by the way of trolley cars.

Speculation is rife as to the occupant of the premises at Chelton and Wayne avenues, Germantown. Similar mystery seems to be attached to the drug store now being finished on Germantown avenue, in Mt. Airy.

D. E. Bransome traveled to Bridgeton last week "to make war on the finny tribe." Whether he was successful has not yet been found out, other than he says he had the time of his life.

George E. Dahis, who conducts the drug store at Forty-ninth street and Woodland avenue, was one of the shining lights at the Shriners' convention at Atlantic City. The last seen of Mr. Dahis was late in the afternoon, when he and several Shriners in full dress regalia were driving a hokey pokey cart down Kentucky avenue.

A movement is on foot to get all the retail druggists to advance the price of citrate of magnesia to 25 cents a bottle. This was the universal price in this city, but for some time past many of the druggists have been charging 20 cents. Nearly all retail druggists allow 5 cents rebate when the empty bottle is returned.

Since W. L. Cliffe has been appointed on the Pennsylvania Pharmaceutical Examining Board he has taken a great deal of interest in the business of the board. Mr. Cliffe is thorough in whatever he does and he has entered heart and soul into the work. Most of the time last week he spent in Harrisburg going over the work of the board.

Henry C. Blair, the well-known druggist at Eighth and Walnut streets, has started on another canoeing trip. He intends to go from Shenandoah to Harper's Ferry. Mr. Blair is an enthusiastic canoeist, and the greater the danger the greater the pleasure. He has had a number of hairbreadth escapes, and several times has been near death's door. However, he likes the excitement.

J. George Heckman, one of the leading druggists of Meadville, Pa., has just had installed in his store a 16-syrup solid onyx Lippincott soda fountain, which adds greatly to the attractiveness of his place of business. Mr. Heckman is a member of the local committee of the Pennsylvania Pharmaceutical Association, and he reports that the indications are that the annual meeting at Cambridge Springs, in June, will be a big success. He has secured five new names for membership.

SOUTHERN OHIO.

Ohio Druggists Discuss N. A. R. D. Matters—Frank Freericks Acts Under the Brannock Law.

(From our Regular Correspondent.)

July 20, 1904.—The Board of Control of the Ohio Valley Druggists' Association at its last meeting took up for discussion three propositions that have been prominently suggested to the N. A. R. D. The first was to secure an economical and generally satisfactory plan seeking the adoption of the serial number idea. The Cincinnati druggists are anxious that some measures be taken to stop rate cutting and the board is working hard to find a good plan. The second proposition is one seeking the creation of a Bureau of Trade Promotion. This too has the hearty support of the board. The third proposition is one seeking the increasing of dues from \$4 to \$5. The board will continue its investigations into these three questions and their studies will undoubtedly be of some benefit to the St. Louis convention.

OPPOSES SALOONS.

Frank F. Freericks, attorney for the Ohio Valley Druggists' Association, gained much prominence a few days ago by originating one of the first petitions under the new Brannock law. He and practically all his neighbors object to certain saloons conducted near his home by colored people, and he started a petition which was signed by everybody who was approached. The petition calls for an election, which will soon be held, and if those opposed to the saloons can secure enough votes, they will drive the saloons out of the district.

OHIO NEWS NOTES.

Frank J. Freendhoff Dayton, druggist, and Mary L. Huffman were married.

W. H. Murphy, clerk at Kylius', and Wm. Massman, clerk of Vogeler's, have each found brides.

Burglars broke into Mudge's drug store at Weston, Ohio, demolished the cash register and took money and other plunder.

Herbert C. Murray, who graduated from Ada College of Pharmacy last winter and has been employed in the South, returned to Springfield, where he will be employed until the fall in Miller's drug store and then go back South.

Theodore Wetterstroem, one of the four State chemists who have been analyzing milk and soda fountain products and other drinks and foods, has gone to Columbus, where he will probably meet State officials.

John H. Ratje, the Carthage druggist who disappeared some time ago, has been heard from at Chicago. He had allowed his drug bills to pile up and owed the Alfred Vogeler Drug Company \$936 for supplies. The Vogeler Company served a writ of attachment and sold the store to Carthage druggist, Fred. Schanzle. The latter will soon abandon his old location and remove into the former store of Ratje. Vogeler's claims are not yet all settled.

Druggist William Scheld is spending vacation days in camp on the Little Miami River. Many local druggists are camping or on summer trips. W. H. Ganz spent his vacation at Foster's Crossing. Dr. Strashum and wife are going to St. Louis. Mary Hamilton, the Avondale druggist, spent ten days at Mammoth cave. Many others are out of the city.

Andrew Bain, the City Hospital druggist, put in a supply of 25 vials of anti-tetanus serum for expected Fourth of July victims. Last year there were nearly a dozen Cincinnati boys who died of lockjaw following blank cartridge wounds. The authorities were aroused over the many deaths and passed an ordinance forbidding the sale of cartridges to children. This year Wm. Booth, 17, of Kenyon avenue, shot himself in the hand three weeks before the Fourth and died of lockjaw. The anti-tetanic serum was injected into his brain, but he died. Great publicity was given the case and the result was that this year there has been up to date not a single post Fourth of July case of lockjaw.

NORTHERN OHIO.

Good Effect of the Trade Excursion—Trade Increases with Warm Weather—A Druggist Fined for Illegal Liquor Sales—A Telephone Swindle—Columbus Druggists Play Ball.

(From our Regular Correspondent.)

Cleveland, Ohio, July 18.—Wholesale houses of this city are constantly working upon plans to extend their business, and as a means to this end are just now enjoying a mid-summer visit from many retail merchants from this and adjoining States. These excursions have been conducted for some years, but this one is on a more elaborate scale than any other ever attempted. In addition to getting rates of one fare and a third for retailers on the railroads, the wholesale houses made special inducements in a business way and are looking to the pleasure of their guests in the way of giving them an outing. The lake gives an opportunity for this that some other of the larger cities in this section do not have. It is probable that on bills purchased now some nice discounts will be received, or, if not, inducements in other directions. This is the first mid-summer excursion ever given, the others having come in the buying seasons.

Druggists say that business has increased quite perceptibly since the advent of warm weather, owing to the soda and cream trade, but in standard drugs not much difference can be noticed, and this can also be said of the novelty and toilet article business.

The first six months of the year saw very

FEW FAILURES IN THE DRUG TRADE.

for all the complaint that has been made. This may also be said of many other lines. The banks have plenty of money, and trade lags only from the fact that there has been an over-production of nearly all kinds of goods.

FINED FOR ILLEGAL SALE OF LIQUORS.

Michael Kennedy, a druggist in Lakewood, a suburb just west of Cleveland, was fined \$600 and costs on the charge of selling liquor a few days ago. The prosecution was made on four charges, and the fine on the first was \$100 and costs. The second was the same, and the last two were \$200 each and costs. The last three were suspended, however, on Kennedy's agreement to cease selling liquor for any other than medicinal purposes. Lakewood is a dry town, and there have been some spirited contests over the matter in the past. For this reason the fines were, perhaps, heavier than they otherwise would have been.

LORAIN COUNTY ASSOCIATION OFFICERS.

At the annual meeting of the Lorain County Druggists' Association, held two weeks ago, the following officers were elected: President, E. W. Adams, Wellington; vice-president, J. M. Gardner, Oberlin; secretary and treasurer, William Honecker, Lorain; executive committee, H. J. Eddy, of Elyria; I. Rowland, of Oberlin; E. C. Tissot, of Wellington, and I. H. McGauhey, of Lorain.

A TELEPHONE TRICK.

A trickster has been at work in Cleveland for some time, and his main victims have been druggists. He would telephone a drug store and order a patent medicine worth a small sum and instruct that it be sent to a certain number, requesting also that change for a \$10 bill be sent with it. A man would be standing in front of the number given, and when the boy would approach with the medicine he would take it and the change, saying he would go in the house for the bill. That is the last the boy would see of him. It was afterward learned that the man would go back through the yard and disappear over the back fence. D. B. Steur, of 465 St. Clair street, and S. T. Elliott, of 380 Prospect street, were both robbed of \$10 in this way about the same time.

Fred W. Stecher, president of the Pompelan Mfg. Company, gave his employees an outing on Chippewa Lake on Saturday of last week. Two cars on the Cleveland & Southwestern Traction line were chartered to carry them to the lake. A baseball game, tug-of-war, and running races furnished the



Adolph Stahl, of the Manhattan Drug Company, at the Brighton Beach Meeting of the New York State Pharmaceutical Association.

amusement for the crowd. This is the second annual outing Mr. Stecher has given his people.

COLUMBUS DRUGGISTS' OUTING.

The druggists of Columbus held their annual outing at Olentangy Park on Wednesday of last week. The feature was a game of baseball between teams made up of druggists from the North and South Sides. The line-up was as follows:

SOUTH.		NORTH
Innis	Pitcher	Miller
Sarver	Catcher	McMahill
De Lay	First base	Murphy
Heil	Second base	Ackerman
Briston	Third base	Killer
Beck	Shortstop	Kull
Eider	Right field	Giffin
Earhart	Center field	Eitel
Heitzman	Left field	Foeller

The commencement exercises of the Ada College of Pharmacy, Ada, were held on Friday, July 15, when fifteen graduates received their certificates. The programmes contained Latin names for the exercises and the names of the graduates in the same. The motto was "Don't Cut Prices."

A SISTER OF CHARITY REGISTERED.

The name of Sister M. Gonzaga in the last list of registered pharmacists of Ohio, published by the AMERICAN DRUGGIST, may have excited the curiosity of some readers. Sister Gonzaga was registered from Lakewood, but she is a Sister of Charity in a charity hospital in this city, and, so far as known, is the second Sister of Charity in the world to take the course of pharmacy successfully. In fact, there are not very many women pharmacists in the business. For five years Sister Gonzaga has labored in her leisure hours to complete her work in this branch of study. She attended lectures in the city and did much practical work and experimenting to make herself perfect. As a result, her papers were given a very high grade by the State board. Sister Gonzaga will make use of her knowledge of pharmacy for the good of the hospital where she has labored so long and earnestly, and it goes without saying she will be much more useful to that institution than she has been, because of her ability to perform duties of a higher character.

The question of how to manage the sale of proprietary preparations is one that is bothering druggists in Northern Ohio for some time. Manufacturers can hardly make uniform prices for their preparations. Perhaps the most reasonable method suggested is some arrangement by which the man who cuts prices can be met. This can only be done with the aid of the manufacturers themselves, who would have to furnish the goods at a price that would enable all within a certain territory to meet the competition set for them. Whether manufacturers would be willing to do this is another question. It might involve some point that could not be gotten around.

The No Gon Company, of this city, has been incorporated, with a capital stock of \$10,000, to manufacture proprietary medicines. Harry W. Hahn, Sidney R. Feil, Louis J. Grossman, L. M. Schaff, and Harry Patt are the incorporators.

THE WEST.

City Directories as a Source of Income—Slot Directories Approved by the Chicago Association—A Plea for Shorter Hours—An Appeal for an Association Crusade on Soda Fountain Flavors—Much Interest in the St. Louis Meeting of the N. A. R. D.—Increase in N. A. R. D. Dues Probable—The Bureau of Trade Promotion—Druggist Fans.

(From our Regular Correspondent.)

Chicago, July 20.—Slot machine city directories occupied much of the attention of members of the Chicago Retail Druggists' Association at their second quarterly meeting. Several well-known retailers who had tried the device commended it as a step in advance on the plan of having a directory for the use of which no one paid anything. Walter H. Gale said he did not intend to pay his C. R. D. A. dues any more—that he intended to let his directory users do that for him. The motion to adopt the device was carried by a large majority. An offer from a local firm to supply the slot machines was submitted.

Protests regarding the Liquid Ozone Company's methods of doing business were also considered, and it was decided to continue the special committee which had been looking up the matter.

A PLEA FOR SHORTER HOURS.

Hearty applause followed a plea by John J. Boehm for shorter hours in drug stores. Mr. Boehm suggested that one store remain open in a neighborhood. No action was taken, but it was evident that the idea was well liked.

It was decided by unanimous vote to serve notice on newspapers that unless 20 per cent. were allowed on classified ads that druggists would refuse to act as agents of newspapers in the future. Dr. Bertschinger read a paper on the use of the National Formulary.

IMPURE SODA FOUNTAIN FLAVORS.

Certain officials, whose duty it is to see that the people of Illinois do not go to the demnition bow-wows, are afflicted with periodical spasms, during which their section of the universe receives considerable regulation—and, incidentally, certain public employees collect many fees. The State Pure Food Commissioner is the last to receive a visitation from the get busy microbe, and he has announced a crusade against impure flavoring extracts, with special reference to the flavoring used in soda fountains. As is customary in such crusades, it is announced that suits have been started by the hundred, that all sorts of ills lurk in soda water and that "the full penalty of the law" is to be meted out to the offenders. If the regular procedure is followed there will be attempts to have a few fines imposed, and then the spasm will soon pass off and the cobwebs will begin to collect on official desks once more.

THE APPROACHING N. A. R. D. MEETING.

Active work to secure a big attendance of Illinois, and especially of Chicago, druggists at the N. A. R. D. convention in St. Louis in October will soon be begun. An unusually large representation from Chicago is confidently expected.

Charles M. Carr, head of the department of publicity, says that three important matters will come up. These relate, to price protection, fiscal reforms and special benefits to members, and the last to fiscal affairs entirely. Mr. Carr urges the extension of the serial numbering plan, and that the signatures of as many manufacturers as possible be secured to agreements to adopt the plan. He urges the advisability of creating a bureau of trade promotion, and also an increase in N. A. R. D. dues to \$3, \$4 or \$5 per annum. In regard to the bureau of trade promotion, after speaking of the concessions which it is hoped to obtain for members only, he continued:

THE BUREAU OF TRADE PROMOTION.

"Our plan would be for the concession to be paid in the form of a rebate. The retailer would buy at regular prices, as now, and on receiving the invoice it would be forwarded to national headquarters, where a rebate voucher would be issued if the retailer was a member in good standing. To save

time and postage expense the manufacturers could carry a cash balance with the national headquarters out of which these rebates could be paid, so that the invoice might be returned at once to the retailer, accompanied by a rebate check, a statement of account being rendered each manufacturer at stated intervals."

BASE BALL AND GOOD FELLOWSHIP.

Base ball has become one of the most powerful aids of those who are seeking to foster a spirit of good fellowship and organization among local druggists. Match games have been numerous of late, sometimes between druggists from the same district and sometimes between teams from different districts. One of the recent games was between the Hyde Park druggists and the neighboring doctors. Who won? Well, nobody seemed to care much; they were all too busy having a good time. The retailers find it great fun to get away from the store and practice base sliding, delivering corkscrew curves and other tricks of the base ball trade.

W. C. Barrett's store at Dearborn and Lake streets has been closed by the sheriff. A mortgage held by Fuller & Fuller was foreclosed. Rent amounting to \$3,000 a year was paid at this store. There are several stores in the city, however, which pay more rent and appear to be doing well.

CHICAGO NEWS NOTES.

Harry Antram, vice-president and general manager of the Randolph Box & Label Company, is at Manhattan Beach, New York, on a matter of worldly business connected with his trade.

Druggists of the Twelfth District, Chicago, have elected Frank E. Falkenberg, president; Henry F. Schaper, secretary; Daniel Wohld, vice-president, and Thorke Mygdal, treasurer. Considerable business was transacted at the meeting, part of which was an arrangement for a base ball nine.

The check swindler is abroad among druggists once more. The latest victim was G. E. Smith, 329 West Van Buren street, who presented a young man with \$18 in exchange for a worthless bit of paper to which the name of a good customer was signed.

Two employees of Morrison, Plummer & Co. have suffered bereavements recently. O. F. Isensee, city salesman, lost his wife, who died suddenly at Edwardsville, her old home, where she had gone on a visit. Florence Crane, daughter of the salesman for the Northern Michigan territory, was drowned at Houghton, Mich.

H. W. Eddy and W. L. Campbell, manager of the Economical Drug Company, are at Bala, on Lake Muskoka, in Canada, and the reports which they send about the size, number and quality of the fish they catch are said to tax the credulity and arouse the envy of the friends in the trade. They have shot owls, photographed deer, killed snakes, captured porcupines, mink, etc. It is rumored also that they discovered something of the peculiarities of the putorius fœtidus, though this rumor so far lacks authoritative support.

John F. Matthes has just returned from a business trip to Philadelphia, where he has been in session with his chief at Whitall, Tatum & Co.'s main office laying plans for business when their fires are put in operation in September. Mr. Matthes spends his evenings and Sundays at that popular cosmopolitan summer resort, Atlantic City, and while he was called home on account of the illness of Mrs. Matthes, he said he was awfully glad to get back as he was tired of it all. Mr. Matthes has a summer cottage at Delevan and is arranging for solid comfort for his family for the summer.

There is considerable rivalry among the representatives of the plaster and surgical dressing houses as to which one will make the best appearance on our boulevards. For some years the hustling and gentlemanly representative of Johnson & Johnson, Alexander Harris, carried away the blue ribbon by his appearance and the fine phaeton and pony that has seen service on the Western prairie. Bauer & Black then appeared on the scene with a gasoline buggy, with Hugh Matthewson at the lever; but he spent more time lying on a rubber blanket to see why the machine did not run than he did in taking orders for the B. B.'s. When Geo. Wright took the management of

J. Ellwood Lee's business he spent some little time looking over horseflesh, and his final purchase was so far in advance of the horse driven by J. & J.'s manager that he at once began looking around for something better that would not leave him behind on the avenue. He has recently appeared with a pacer with four white feet and a white nose, and now all the customers are vying with each other to see who can give him the largest order, so that it will include a ride behind the pacer to the ball park, with Aleck Harris as the host.



E. R. Allaband,

Traveling representative of Eli, Lilly & Co., in Delaware, Maryland and other Southern States.

Eli, Lilly & Co.'s new representative in the South is E. R. Allaband, a practical retail druggist, with 18 years' experience. Mr. Allaband served as manager of Prof. H. C. C. Malsch's pharmacy, at 834 North Tenth street, Philadelphia, and was later in business in Wilmington. He represented Dr. D. Jaynes & Sons in the Middle West and Southern States for several years, resigning to open a pharmacy in Wilmington, Del., which he conducted successfully for a period of six years. He was later connected with the wholesale drug house of N. B. Danforth, Wilmington, but resigned a short time ago to accept his present position with Eli, Lilly & Co. He has established headquarters with considerable stock of the Eli, Lilly preparations in Wilmington, and will also cover the territory of Southeastern Pennsylvania, the southern part of Jersey and the Delaware, Maryland and Virginia peninsula.

Registered in Illinois.

The Board of Pharmacy has granted certificates to the following applicants from Cook County:

Registered pharmacists.—O. C. Brinckman, C. E. Bell, C. W. Cody, A. L. Cooper, Hymen Cohen, Fred. N. Dow, V. Hendrickson, A. L. Lee, Mike Marcus, William Mollett, O. A. Nelsen, Robert Ortmann, O. R. Pierce, J. L. Ross, A. T. Roanheld, E. J. Safranch, Otto L. Snyder, William Tanquary, N. J. Toetz, H. J. Techentin, Fritz Voss, W. R. Warrington, J. Wolinsky and W. Vittencamp.

Time service.—A. C. Fischer, W. K. Hull, Alec C. McEdwards and A. J. Stainer.

Assistant pharmacists.—C. C. Anderson, P. L. Fallis, L. Glassman, Isaac Goodman, W. H. Harrison, T. C. Johnson, Joseph Kaezowski, C. L. Klinks, O. F. W. Koch, A. W. Lofstrom, L. J. Ostrowski and A. E. Patterson.

Delaware Board Meets.

Wilmington, Del., July 21.—At the annual meeting of the State Board of Pharmacy, held at Smyrna, the following officers were elected: President, Joseph P. Williams, Wilmington; vice-president, Dr. Willard E. Smith, Wilmington; secretary and treasurer, William S. Dunn, Smyrna. The next meeting will be held on October 6, the place to be determined later.

THE SOUTH.

A. J. Stephens. G. G. Huff.

New Orleans' Oldest Pharmacist Dies—A New Orleans Man Goes to Memphis—But Little Business Going Forward.*(From our Regular Correspondent.)*

New Orleans, La., July 18, 1904.—Emile G. Wunderlich, sr., said to be the oldest pharmacist in the city of New Orleans, passed away at his home in this city at 10.20 o'clock on the night of July 5 and was buried the following day. His funeral was attended by many of New Orleans' leading druggists, and many more sorrowing friends followed the veteran druggist's body to the grave.

Mr. Wunderlich was born in Ebeleben bei Sondershausen, Germany, and was aged 75 years when he died. He came to the United States when a young man, landing in New York in 1853. Toward the end of that year he came to New Orleans and lived here until his death. More than half a century ago he began his career in Goldman's Pharmacy, near the Poydras Market, and worked there until 1857, when he opened a drug store of his own at Triton walk (now Howard avenue) and Baronne street. Two years later he removed his place of business to 1415 Dryades street, and remained there until he retired from business about four years ago. His business was transferred to his son, Emile, jr., who still operates the store.

MR. RIGHTOR GOES TO MEMPHIS.

William F. Rightor, one of the most successful business men this city has ever known, has resigned as advertising manager of the Parker-Blake Company and accepted the presidency of the Memphis Drug Company. He will assume charge of his duties in a few days. For 20 years Mr. Rightor has been identified with the Southern drug jobbing interests and his career has been one of success. He is a son of the late Judge N. H. Rightor and was educated in the schools of New Orleans. Going to work as a boy, he is, in part, self educated, but he completed his education at Tulane University and then returned to his former associations in the drug business. Few men are more widely known in that business than Mr. Rightor. He was first employed by the Mansfield Drug Company, of Memphis, predecessor of the Van Vleet-Mansfield Drug Company, of the same place, and subsequently represented L. N. Brunswick & Co. in Mobile, Montgomery and other Southern cities. When the Parker-Blake Company succeeded the Brunswick firm Mr. Rightor was made chief of the advertising department, for which work he had especially fitted himself. In this position he has won the attention of the drug trade of the South. Mr. Rightor has been for some time editor of the New Orleans Drug Market Review, one of the two journals devoted to matters of interest and moment to the drug trade in this section of the country.

BUSINESS DULL.

There is little out of the ordinary going on in New Orleans at present. Business is quiet, and those few druggists who have not soda fountains are finding business exceedingly dull. A number are complaining and awaiting anxiously the time when conditions will improve.

At its last regular meeting, held Friday, July 15, the Orleans Pharmaceutical Association transacted only routine business. There were but six members present. Regular reports were received and a number of communications were read. There was little of interest about the meeting's business.

Savannah Druggists Fighting Tax Bill.

Savannah, Ga., July 21.—Savannah druggists have become thoroughly aroused over the proposal of the Georgia Legislature to place a tax of \$50 per annum on the sale of medicinal preparations containing a large percentage of alcohol.

They claim that for the sake of protecting "dry" counties from the sale of certain patent medicines that an onerous burden is about to be placed on the druggists in incorporated towns and cities of the State.

At a meeting of the Board of Directors of the Local Druggists' Association it was decided to send telegrams to Chatham County's representatives as a preliminary to putting up a strong opposition to the passage of the bill.



J. H. Rogers. L. E. Treat. H. P. Snow.

Representatives of Johnson & Johnson at the Brighton Beach Meeting of the New York State Pharmaceutical Association.

Registered in Kansas.

The first regular quarterly meeting of the State Board of Pharmacy was held at Leavenworth, Kan., May 24, 25 and 26, with all members of the board present. The board was reorganized with L. Ardery, of Hutchinson, as president; W. E. Sherriff, of Ellsworth, as secretary, and W. W. Naylor, of Holton, as treasurer, C. L. Becker, of Ottawa, and F. A. Snow, of Topeka, being the other members of the board. There were 55 applicants present to take the examination. Following are the names of those who passed the examination and were registered:

Francis A. Lake, Osawatie; W. B. Sams, Centralia; George B. Pickering, Olathe; Robert Ragsdale, Kansas City; Claude E. Adamson, Easton; D. R. Seymour, Ionia; G. W. Shane, Lenora; Hugh C. Ferrie, McPherson; W. A. Kueny, Topeka; Zulu A. Colvin, Burr Oak; B. H. Bell, Ellis; Fred. R. McClintock, Florence; George F. Trump, Ellinwood; W. L. Leidig, Lenora; Milo E. Harrah, Kansas City; Clarence C. Reed, Horton; T. J. Ritner, Atchison; W. S. Gooch, Mapleton; Rex Shannon, Parsons; Allen T. Stewart, Powhattan; Mary Fleming, Mound City; Fred. A. Cooksey, Garnett; Guy E. Brewer, Emporia; A. J. Kenwell, Emporia, and L. Wayne Coleman, Sylvia.

Following are the names of those who have been registered since the last meeting of the board by virtue of being graduates of recognized schools of pharmacy:

Orlin W. Defever, Fall River; Earl E. Drown, Logan; F. Alvo Hance, Bartlett; Charles E. Renick, Garden City; Albert H. Eymann, Ellingham; R. E. Lindburg, Pittsburg; Herbert V. Williams, Marion; Verne Mitchell, Robinson; Fred. M. Moore, Cawker City.

The following have been restored to the register since the last meeting of the board: E. L. Aubuchon, Grenola, and Dwight G. Hamilton, Norton.

The next meeting of the board will be held at Ellsworth, Kan., August 24, at 9 a.m. Parties desiring to take the examination should notify the secretary, W. E. Sherriff, of Ellsworth, at least five days before the date of the meeting.

Registered by the Oregon State Board.

Of the forty-five applicants who were up for registration last month as seniors (licentiates) or juniors (assistants), the following were successful: Seniors, C. F. Brower, F. E. Hartzell, C. L. Miner, F. O. Robertson, E. R. McCall, M. J. Jones, R. Jackson, Philip Beekley, H. V. Belknap, H. S. Coffin, A. J. Deming, H. P. Rinker, W. F. Chapman, A. V. Horton, J. Witty, C. W. Beaver, T. W. Scott; juniors, R. A. Farr, T. E. Ziebler, O. F. Hagen, W. P. Thompson, F. W. Murphy, C. W. Doddridge, E. F. Looney, W. F. Chapman, and W. B. Fry. The board, composed as follows, will meet next October: President, J. C. Blakeley; secretary, C. G. Huntley, Oregon City; treasurer, Z. J. Riggs; Miss Kittie F. Harbord, and J. M. Lane.

The Drug and Chemical Market

The prices quoted in this report are those current in the wholesale market, and higher prices are paid for retail lots.
The quality of goods frequently necessitates a wide range of prices.

Condition of Trade.

New York, July 23, 1904.

The summer vacation season has brought the usual dullness in the wholesale drug market, which during the past fortnight has been almost completely devoid of any speculative interest whatever. The main feature of the market has been the reports from Smyrna regarding the abnormally large opium crop which is anticipated this year, while considerable interest has been manifested in the reports concerning the output of rose oil in Bulgaria. In neither case, however, have the reports been so complete as to warrant any positive statement as to the future course of the market. Camphor is again higher, and codliver oil maintains the firm stand which it has occupied in the market for some time past. Just as we go to press Mexican sarsaparilla has been advanced, and all the spot stocks seem to be well controlled. The general tendency of the market, however, has been toward a lower range of prices, and the total volume of trade reported during the past fortnight has been far from satisfactory, with the single exception perhaps in a revival in the consumptive demand for quinine, though even here there is a sharp difference between the views of buyers and sellers. Details of the market changes will be found below.

HIGHER.

Opium,
Camphor,
Nitrate of silver,
Sarsaparilla, Mexican,
Acetate of lime,
Culvers root,
Lady's slipper, Senega root,
Canary seed,
Nitrate of soda,
Anise oil,
Cotton root bark,
Aletris root,
Senega root.

LOWER.

Alcohol, grain,
Menthol,
Mandrake root,
Poppy seed,
Angostura bark,
Golden seal root,
Blood root,
Quicksilver,
Japan wax,
Manna, small flake,
Gum chicle,
Cubeb oil,
Saffron,
Buchu leaves,
Chamomile flowers, German.

Drugs.

Alcohol, grain, has been reduced to \$2.40 to \$2.42, as to quantity. The demand is only fairly good even at the decline.

Arnica flowers are steady at 9c to 10c, but no sales are reported, save in a jobbing way.

Balm of Gilead buds show some improvement, and such small lots as are held on the spot are quoted firmly at 35c.

Balsams.—Copaiba, Central American, is moving into consuming channels in a quiet way, though without much interest being manifested; prices remain unchanged at 32c to 35c. Para is neglected, and a nominal quotation of 35c to 37c is made, though a firm offer would probably be accepted at a shade under these figures. Fir is quiet and unchanged in price, Oregon being quoted at \$1.00 to \$1.10 and Canada at \$3.50 to \$3.75. Tolu and Peru are both inactive but steady at 23c to 25c for the former, and \$1.00 to \$1.05 for the latter.

Barks.—Angostura is dull and weak at 40c to 45c, though no round lots are changing hands. Buckthorn is firm at 6c to 7½c, with few sellers at the inside quotation. Cascarella is nominally unchanged at 9c to 12c, but there is practically no inquiry, save for retail lots. Cascara sagrada shows a better tone, and bark a year old is not offered below 11c, whereas this figure could have been shaded a week ago. Only limited quantities are offering, and for old well-seasoned bark as high as 16c is asked. Condurango shows an improved demand, and quotations have been marked up to 12c to 13c. Cotton root is well concentrated and held firmly at an advance to 40c, a figure which seems to be so high as to practically paralyze the mar-

ket, no transactions being reported. Soap is in good consumptive demand at unchanged prices of 6c to 6½c for crushed.

Buchu leaves, short, are dull and barely steady at our previous quotations of 16c to 18c, for long 45c to 50c is asked.

Calendula flowers are in rather light supply and firmly held at 18c to 20c.

Cannabis indica is dull but steady at our previous quotation of 95c to \$1.05 for prime tops. Spot supplies are reported as rather light, and holders are consequently firm in their views.

Cantharides are firm at 80c to 85c for Russian, the arrival of several cases not having affected the market. Reports indicate a scarcity in foreign markets. Chinese are quiet at 87c to 40c for whole, and 42½c to 45c for powdered.

Castor oil is in steady consumptive demand, the medicinal grade being firmly held at our previous quotations of 9½c to 10c for No. 1 barrels, and 10c to 10½c for cases.

Chamomile, new crop German, has been inquired for but is unchanged at 11½c to 15c. Goods held over are offered at 9½c, and Roman is quoted at 10c to 12c.

Cocaine is dull, and it is intimated that the manufacturer's quotation of \$3.50 for bulk might be shaded by second hands.

Coca leaves are very firm in sympathy with the conditions reported from primary markets in South America. There is, however, but little demand, though the spot stocks are light and in firm hands who want 17c to 18c for Truxillo and 28c to 30c for Huanuco.

Codliver oil is very dull, notwithstanding the unfavorable reports from original sources of supplies. Advices from the Lofoden Islands are to the effect that this year's yield will amount to about 18,000 hectolitres, which is some 8000 hectolitres below the annual average. This short crop following on the short crop of the previous year places holders of oil in a very strong position. The London market, however, is reported easy, and on the spot there is an entire absence of demand, the quotation of \$45.00 to \$50.00 being practically a nominal one. On forward delivery \$38.00 to \$40.00, f.o.b. Norway is quoted, though we do not hear of any orders being placed at the figures named.

Colocynth apples are fairly steady, spot stocks being only moderate in size. We quote 35c to 40c for Trieste, and 27c to 28c for Spanish.

Coumarin shows considerable firmness at \$3.50 on the strength of a reported combination of manufacturers, which will prevent the irregularity in quotations which formerly prevailed in the market for this drug.

Cubeb berries are easier on the strength of heavy arrivals, XX being now quoted at 8c to 8½c, while the ordinary grade is offered down to 7½c.

Cuttle bone remains firm at our previous quotation of 15c to 16c for Trieste, and 50c to 60c for jewelers'. Advices from abroad indicate an upward tendency in primary markets, though this has so far not been reflected on the spot.

Ergot is dull on the spot, and nominal at 32c to 35c for Russian, Spanish ruling at about the same figure, some pressure to realize having weakened the market in the latter class.

Guarana is dull and lifeless, and quotations have been reduced to 70c to 75c.

Haarlem oil is dull, and the ruling quotation of \$1.75 to \$1.85 is practically nominal, no transactions being required.

Lycopodium is quiet, but fairly firm at 69c to 72c.

Manna is somewhat easier, and small flake is obtainable at 26c to 28c, sorts at 24c to 25c, while large flake is relatively firmer than the other varieties at 45c to 50c. Reports from abroad indicate that the spot market is below a parity with the prices ruling at the original sources of supplies.

Menthol has attracted some interest in the interval under review, cable reports having indicated an advance in London to 14s as against 12s 6d. Our own market, however, failed to respond to this stimulant, and notwithstanding reports of a firmer market in Japan, our quotations are lower at \$4.35 to \$4.50.

Myrbane oil is somewhat stronger locally in sympathy with the strong markets for the raw material. We quote 7½c to 8c.

Nitrate of silver has advanced in sympathy with improved prices of the parent metal, and is now quoted at 26½c in 1000-oz lots and 40c in smaller quantities.

Nux vomica is quiet, but steady at 2½c to 3c.

Opium is in rather an interesting condition, recent cables from Smyrna having reported an advance in the price, which places it on a parity of \$2.68. This is, however, above the spot price, which is \$2.65 for cases and \$2.67½ to \$2.70 for broken lots. The cable of an advance in Smyrna is all the more a matter of surprise in view of the almost uniform reports of a large crop, one which will probably reach as high a figure as 12,000 cases, which, if the estimate be borne out, will be the largest crop on record, the average during the past sixteen years having been about 6,000 cases, and the two largest crops on record heretofore having been that of 1881 with 11,500 cases, and of 1902 with 10,500 cases. The abnormally large crop of 1903, which amounted to only 3,200 cases. Taking these two years together, however, we have an average of over 7,000 cases for the two crops, and if to this we are to add a crop of 12,000 cases this year, the statistical position of the drug would certainly warrant us in anticipating a low range of prices. On the other hand, the new crop is said to have a high percentage of morphine, and it is possible that this may offset to a certain extent the excess of supplies. On the spot the market is fairly firm at the prices given above, quotations on powdered being \$3.25 to \$3.50.

Pilocarpine has been advanced 75c per oz. by foreign manufacturers, but spot quotations remain unchanged at \$7.50 per oz. for hydrochloride.

Quinine has been dull during the interval, and, save for some improvement in the demand from the South, which is naturally to be expected at this season, the market would be wholly devoid of interest. Prices named by inquirers, however, are below the views of holders, makers quoting 23c for bulk in 100 oz. lots. Second hands will accept 22c to 22½c for German and 21c to 21½c for Java, though no round lots have been reported sold. There being no cinchona auctions during August, the indications are that there will be no material change in the ruling quotations on quinine for some weeks at least. The conditions as regards the shipments of bark, however, are such as to indicate a rather weak market, the shipments having been unusually heavy.

Saffron, American, has been reduced to \$1.25 to \$1.50 under the influence of arrivals. Valencia is quoted at \$7.50 to \$7.75 and Alicante \$4.75 to \$5.00.

Senna is in fair consumptive demand considering the general dullness of trade, though nothing but jobbing quantities are inquired for. The tone of the market is steady at our previous quotations of 6½c to 14c for Tinnevely, 8c to 10c for Alexandria natural, and 15c to 16c for Alexandria garbled and sifted.

Sesame oil has been advanced by holders in primary markets, and on the spot the prices are somewhat firmer though unchanged at 55c to 57c for Bombay and 65c for Jaffa oil.

Spermaceti is unchanged at 20½c for blocks and 21c for cakes, the recent considerable additions to spot stock having failed to cause a decline.

Sugar of milk is dull and only in fairly active consumptive demand at 20c for crystals and 15c to 16c for powdered.

Tonka beans, Angostura, are quiet, and in the absence of demand quotations may be termed nominal at 55c to 60c, for Surinam 30c to 35c is asked, and for Para 17½c to 22½c.

Vanilla beans are in good consumptive demand, but no speculative interest is shown in the drug, which is quoted at

our former prices of \$5.00 to \$9.00 for Mexican whole, \$3.50 to \$4.50 for Mexican cut, \$1.50 to \$5.00 for Bourbons, and 60c to 65c for Tahiti.

Wax, Carnauba, is scarce on the spot and firm, though there is no inquiry from consumers. We quote 33c to 34c for No. 1. 32c to 32½c for No. 2 and 31c to 31½c for No. 3. Japan is dull and easy, and may be quoted at 12½c to 13c.

Chemicals.

Acetate of lime has advanced, owing to the shutdown in the charcoal iron foundries, which has caused the charcoal makers to close down their works. Acetate being produced only as a by-product its future depends entirely upon the charcoal industry. We quote 1.60c to 1.65c for gray and 1.10c to 1.15c for brown.

Carbonate of lithia has attracted a good deal of attention during the past fortnight, on account of the active competition among manufacturers, prices being very much unsettled and ranging from \$1.10 to \$1.75. The stocks in London are very much depleted, and manufacturers are said to be very firm at \$1.50, though some second hands still quote \$1.10 for small lots only.

Citric acid is in good demand at our previous quotations of 32c to 32½c for barrels and kegs, respectively.

Nitrate of soda is cabled higher at primary sources, and an advance in quotations for shipment has been made to 2.17½c to 2.20c. Spot market is steady at 2.15c for 95 per cent. and 2.25c for 96 per cent., ex-store.

Quicksilver has been marked down by the foreign as well as by domestic holders, spot quotations being 57½c, though it is possible that a shade under this price would be accepted on a firm offer.

Essential Oils.

Anise has advanced under the influence of unfavorable advices from sources of supply and spot quotations are now \$1.15 to \$1.17½.

Citronella is selling in a jobbing way 23c to 25c, and is fairly steady.

Cubeb has declined under a pressure to sell, and is quoted at 75c to 85c.

Lemon is firmer abroad. Our own correspondent, writing under date of July 1, reports numerous transactions at Messina, at prices ranging from 2s 3d to 2s 4d per lb. Following these transactions the Messina market advanced to 2s 5d per lb., with the result that buyers held off. This upward tendency is confirmed by later cables, and the result is a decided firmness in the local market, which is not sufficient, however, to bring about an advance, and we repeat our previous quotations of 55c to 60c. Lemon grass is firm and in demand at \$3.00 to \$3.10, though the transactions are in small lots only.

Orange, sweet, is reported by our Messina correspondent to be in good demand, and prices well maintained, the same being true of bergamot. On the spot the advance noted in our last to \$1.95 to \$2.05 for orange being maintained, and the same is true of the advance in bergamot to \$2.15 to \$2.25, which was recorded a fortnight since in these columns.

Pennyroyal is in good consumptive demand at \$1.10 to \$1.15.

Peppermint is dull and steady at our previous quotations of \$3.35 to \$3.75 for bulk and \$3.75 to \$3.90 for HGH. Advices from the West are to the effect that the crop will be later even than it was anticipated and growers speak hopefully of a higher market.

Rose is reported to show an upward tendency abroad in view of reports of a 20 per cent. shortage in the Bulgarian crop. Spot quotations remain unchanged, however, at \$1.10 to \$1.15.

Sassafras, artificial, is steady at 29c to 31c.

Gums.

Aloe is steady. Though in scant supply, Curacao is unchanged at 31½c to 4c, and Cape at 10c to 18c.

Asafoetida is firm and in fairly satisfactory demand in a jobbing way at our previous quotations of 20c to 22c.

Camphor, refined, is in very light supply, and firm at 62c to 62½c for kegs. It is of some interest to note that the bark Lawhill is now being towed into Cape Town for repairs carrying 2500 tubs of crude camphor and 2000 cases of camphor oil.

Chicle has declined, owing to lack of demand, and we now quote 42c to 44c.

The Mucilaginous gums are quiet and dull, and show no change in quotations during the past fortnight.

Roots.

Culvers has advanced to 9c to 9½c, and is firm at this figure.

Golden seal has declined to \$1.10 to \$1.15 for fall dug root, though no large transactions are reported.

Jalap is firm but unchanged at 12c to 13c.

Mandrake is easier, and holders are willing to accept 6½c to 7c.

Sarsaparilla, Mexican, has advanced to 12c, spot stock being strongly under control.

Senega has advanced to 63c to 65c, and is held firmly with very limited offerings.

Seeds.

The general line of seeds is firm with few specific changes to report in price quotations. Poppy seed has declined to 5½c to 5¾c. Celery also has shown some weakness, and round lots can now be had at 7¼c to 7½c. Cummin is firm in consequence of reports to the effect that a vessel having on board some 900 bags of Mogador seed (about one-third of the entire crop) had been lost. Canary has advanced to 6½c for Smyrna and 6¾c for Sicily.

DRUG INCORPORATIONS.

Certificates of incorporation have been filed since our last of the following new concerns:

Antiseptic Brush Company, New York. Directors: Gustav Koch, Charles Raudnitz and Edward Marks. Capital, \$100,000.

Central Drug & Chemical Company, Washington, D. C. Incorporators: H. Clay Campbell, Charles W. Embrey, Ralph E. Campbell and C. A. Belmer. Capital, \$100,000.

Compound Phenol Chemical Company, St. Louis, Mo. Incorporators: C. M. Barry, C. A. Barry and Westover Barry. Object: to do a wholesale and retail business in phenol compounds, Fisher's antiseptics and other antiseptics. Capital, \$20,000.

Hull's Branch Drug Store No. 1, New Haven, Conn. Incorporators: James H. Redding, John J. Hogan and Margaret G. Higgins. Capital, \$12,500.

The Hunt Medicine Company, Lexington, N. C. Object: to manufacture and sell the Hunt consumption cure. Capital, \$20,000.

Hunter-Sutton Drug Company, Oklahoma City, Okla. Incorporators: S. M. Hunter, J. R. Sutton, George Hunter and Mary Hunter. Capital, \$5,000.

Japanique Toilet & Pharmacal Company, Toledo, Ohio. Incorporators: Edwin A. Rathburn, A. D. Dunster, O. M. Fleming, Isabelle M. Rathburn and Marian V. Howe. Capital, \$20,000.

The Khasan Company, New York, N. Y. Directors: Naum Khasan, Jacob Khasan and Esther Khasan. Object: to deal in medicines. Capital, \$20,000.

The Pennsylvania Medical Service Association, Camden, N. J. Incorporators: Lewis S. Reed, F. B. Stewart, David Bradley, David W. Postois and William S. Tilghman.

Hints to Buyers.

Major's cement has become so thoroughly a household article that every druggist should carry it in stock. The advertisement of Alphonse Major, of 461 Pearl street, New York, will be found in this number.

George Lueders & Co., New York City, offer the olive oil and almond oil of Lautier Fils to druggists who wish to obtain a pure article conforming to all food laws. Write them for quotations, mentioning the AMERICAN DRUGGIST.

Every druggist could readily sell the line of smoked glasses offered in the present issue by the firm of John Scheidig & Co., of 43 Maiden lane, New York. These are first-class goods, and sold to the trade at a price which affords excellent margin of profit.

Have you noticed the window display offered by C. I. Hood Company, of Lowell, Mass.? This concern has been very earnest in supplying means of developing business for the pharmacist, and particularly happy in the methods adopted. We

call particular attention to the announcement in the present issue.

All jobbers carry the Marvel Whirling Spray Syringe, manufactured by the Marvel Company, Times building, New York. This is probably the only article of the kind which has ever reached a substantial sale, and the reason for this success probably lies in the fact that it is recommended by all who have used it, both medical men and the laity.

Large buyers of absorbent cotton may make special arrangements with the Maplewood Mills, Fall River, Mass., by which their special label is attached to each package. This concern is the largest manufacturer of absorbent cotton in the world, and their goods are not only sold in all parts of the United States, but in practically all foreign markets. Their facilities are such that first class goods at low prices may constantly be expected.

Boehringer's Quinine Sulphate is white, bulky, and handsome, and is standard the world over. It is put up in bottles and cans from one-eighth ounce vials up to 100 ounce cans. O. F. Boehringer & Soehne are the largest makers in the world of Quinine Sulphate and supply jobbers to their best advantage, spot delivery or on contract. See their advertisement in this issue. Write for prices and information to the New York office, 7 Cedar street.

Bruises, sprains and abrasions consequent upon tennis, golf, mountain climbing and other out-door sports are prevalent at this season. Infected wounds are frequent and disabling. Country life also brings the results of contact with poison-ivy, poison-oak and the various venomous insects with their characteristic weapons of offence. In all these cases the first thought should be Antiphlogistine. It reduces inflammation of all sorts, while for poisoned wounds and eruptions it is almost a specific.

The only package borax which is safe for druggists to recommend to their customers is that bearing the label of the Pacific Coast Borax Company. Very many of the goods offered to the drug trade as package borax are altogether spurious, being nothing more than bicarbonate of soda. So great has this abuse become that the Pacific Coast Borax Company had to adopt the package principle in self-defense and in protection of the public. The advertisement of the company will be found in this issue.

The old house of Eimer & Amend, of New York, is headquarters for all laboratory utensils and appliances, and has a full line of drugs and chemicals, crude and manufactured. The reputation of Eimer & Amend is the result of very many years of high class and conscientious work as purveyors of the retail drug trade of America. Buyers have always found that goods bought in this house are strictly as represented and invariably sold at a fair price based upon the market. Our readers need have no hesitation in doing business with this concern.

Chloropepsoid is highly recommended in acute and chronic gastritis, neurosis of the stomach and all diseases of the alimentary canal. It contains the active principles of the normal gastric juice and contains no drugs. It is designed to restore the digestive tract to its normal condition, and the success with which it has met is the best indication that this design is carried out in practice. The Chloropepsoid Company, Lima, Ohio, would be pleased to forward literature concerning this preparation and its use to all druggists who want to keep posted.

Listerine Dermatic Soap is not only an antiseptic useful in a large variety of affections of the skin, but it is at the same time an elegant toilet soap, the use of which will frequently prevent the user from contracting diseases of the skin. It is particularly valuable where the skin is naturally tender and ordinary soap has a tendency to produce roughness and pimples. Druggists who have not handled this Listerine preparation should write to the Lambert Pharmacal Company for a sample package, for they will find no difficulty in introducing it, since it is being extensively advertised and the name of the manufacturer is sufficient guarantee to the medical profession of the real value of the preparation.

A New Drink.

Probably the most popular non-alcoholic beverage sold in Germany is that originated by F. E. Bilz, proprietor of a world-renowned sanitarium in Dresden. It is known as "Bilz," is very largely consumed in all parts of the empire, and has been adopted by the Imperial German navy. This product is now being introduced to America by Weiss & Johnson, 314 East Seventy-fifth street, New York, with a Chicago depot in charge of Ernst Ludwig, at 155 Center street. "Bilz" is drank cold in summer and hot in winter, and in this respect will be a decided novelty for the soda fountain. Our readers may obtain a sample and full descriptive reading matter by addressing the general agent in New York.

Diaries for the Drug Store.

There appears in this issue the advertisement of B. W. Huebsch, of 150 Nassau street, New York, offering to the drug trade his particularly attractive line of inexpensive diaries, which would undoubtedly find a ready sale in drug stores in all parts of the country. The books are made of a fine grade of paper with conveniently arranged pages and handsomely bound. The retail price will afford the druggist a substantial margin of profit. It will be time well spent to carefully read the advertisement and then write to the advertiser.

Good Things at the Fair.

Those druggists who intend to visit the exposition at St. Louis should write to the A. H. Andrews Company, 174 Wabash avenue, Chicago, for a copy of their little memorandum book in which to make a record of the good things they see at the fair. When writing them kindly mention the **AMERICAN DRUGGIST**.

Auto-Suggester Sleeps Under Water for Seven Days.

This week visitors at Dreamland, Coney Island, are startled by a performance of a very curious character. M. Georges Papuss, a South American, 34 years of age, is wrapped in over 400 yards of flannel, cut into 4-inch strips, and lies in a crystal urn, or, rather, a strongly made triangular glass case. The urn, sealed up so as to be water tight, is in a metal tank filled up with water, and in this situation Papuss will remain for seven days and seven nights.

Pestle, The Druggist, on Department Stores.

"I see," said Dr. Tetter, "that the Supreme Court of the State of New York has granted an injunction against one of the department stores, restraining it from selling an imitation of a well-known iron and manganese preparation."

"I have an ingrowing suspicion," remarked Pestle, the druggist, "that if that same Supreme Court don't loosen up a bit and exude a few more injunctions of the same brand the man who is on the level will soon be out of a job."

"Those department stores have certainly put an awful crimp in the sale of the genuine article. Fact is, my powers of observation have handed me a hunch that the time is not far distant when we will have to ride out to the museum if we want to get a glimpse at the genuine article in the proprietary line."

"Every once in a while some pinhead raises a megaphone and jars the public air with the charge that a poor little retail druggist has been committing the heinous crime of substituting."

"Quicker than a flash the populace rushes out with tar, feathers and hemp rope, yelling 'Lynch the scoundrel!'"

"Ninety-nine times out of a hundred, when the fever of excitement passes off and the function of reasoning goes back to its place of business, it turns out to be a false alarm."

"Ever so often we hear of some doctor bellowing the fact that he has perused the statistics and found that there is something like nine hundred and sixty-seven bottles of almost-the-same sold to every one bottle of real-stuff. What the doctor says is well within the suburbs of the truth, but if he would take the trouble to read the explanatory foot note appended to

those statistics he would get wise to the fact that the nine hundred and sixty-seven bottles of almost-the-same came from the department stores, while that one bottle of real-stuff was sold by a retail druggist."

"Take my word for it, the retail druggists of this country don't sell enough proprietary medicine to make it worth their while to stack the cards, even if they had the nerve. They are too busy selling postage stamps, giving away calendars and telling the women which car passes the City Hall to frame up a line of gold bricks."

"And while I am not claiming that every retail druggist is an angel, I do wish to introduce into your system the information that they will assay about as much honor to the ton as an other class of men inhabiting this sphere."

"How are you going to put a stop to the flim-flamming that is being done by these department stores?" asked the doctor.

"Use the injunction treatment until they quite butting in and then the druggist will give the public a decent run for its money," replied Pestle, the druggist.

Heptol Splits.

The Morrison Company, 1601 South Broadway, St. Louis, has issued a very attractive and convenient guide to the World's Fair at St. Louis, a copy of which will be sent to applicants mentioning the **AMERICAN DRUGGIST**. They have also published an attractive calendar showing the typical cowboy as delineated by the famous cowboy artist, C. M. Russell, and they will be pleased to furnish a copy of this to druggists. Heptol Splits is one of the best sellers on the market, being a palatable, effervescent, and harmless laxative water. It is being actively pushed by the makers, and druggists who stock it now will find no difficulty in disposing of it. When corresponding with the company, ask them also to send you their little pamphlet entitled "The Business End of It."

The Attractions at Luna Park, Coney Island.

Within the high walls of greater Luna Park, at Coney Island, are 38 acres of ground, an increase of some 16 acres over last year. People were at a loss for adjectives and exclamations to describe the City of the Moon last summer; they will be utterly swamped this season. Its thrills are more thrilling than ever; its splendors more splendid; its entertainments more varied and entertaining. Upward of 500,000 electric lights turn night into day at Luna Park; the native settlements—Japanese, Arabian and East Indian—have been doubled in size and population; the elephant herd is one of the largest in captivity. Some idea of the extent of the amusements and attractions may be had from the fact that greater Luna Park represents an investment of over \$2,000,000. Briefly, some of the points of interest are the aerial swing; the temple of Delhi, which serves as the beginning of a true copy of a section of the streets of that famous city in India. A whole shipload of natives of Delhi are in charge of the shops, booths and entertainments. It is in this section of the park that the visitors will witness one of the most expensive and magnificent pageants ever seen in New York; it is a faithful reproduction of the grand Indian Durbar in January, 1903, when all India acknowledged the ascension of Edward VII to the throne. In this pageant there are no less than 70 elephants, two score camels, 100 thoroughbred Arabian horses and several sacred oxen.

The plunging elephants—a novel sight of the animals sliding down a long incline into deep water; "War is Hell," including the "Monitor-Merrimac" fight, the destruction of the "Maine" at Havana, a Japanese torpedo attack on Port Arthur, an attack on New York by a foreign fleet; the Babylonian hanging gardens, which now have a capacity for over 200,000 persons. These gardens are designed as resting places for the crowds and no admission is charged. In the center of the gardens is a great lagoon, into which boats from the "shoot the chutes" plunge at intervals. Suspended over the lagoon are three circus rings, where aerial and other performances are given. The Japanese portion of the park has part of the upper garden. Here 40 Geisha girls just from Japan serve tea and amuse visitors.

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TABLE OF CONTENTS.

EDITORIAL COMMENT.....	69
EDITORIALS:	
Quality Counts, Pharmacy in Russia, Increasing Our Exports..	70
ORIGINAL COMMUNICATIONS:	
Difficulties Found at the Dispensing Counter, by Gustave Wolf	71, 72
Legitimate Side Lines for Druggists, by J. E. Kidd.....	72
Water Analysis, by James O. Jordan.....	73, 74
Official Methods of Analysis, by Joseph L. Mayer.....	74
Paraffined Corks, by W. A. Dawson.....	75
Some Notes on Chinese Medicine.....	75, 76
NEW REMEDIES.....	76, 77
SELECTIONS AND ABSTRACTS:	
Comparative Pathology, Syrupus Iodo Tannici.....	77
CREAM OF CURRENT LITERATURE:	
Cannabinal, A Reaction for the Detection of Mercuric Chloride, Stecvalne, a New Local Anesthetic, Thermo-oleometer, an Instrument for Testing Oils, A New Method of Making Tablets, Incompatibility of Petrolatum and Balsam of Peru, The Composition of Mastic.....	78
Rapid Detection of Arsenic in Hydrochloric and Sulphuric Acids, Tincture of Mimosa: A New Indicator.....	79
QUERIES AND ANSWERS:	
A Liniment Troublesome to Compound, To Develop the Odor of Musk, The Purification of Fats for Use in Cosmetics, Face Cream and Tan Remover.....	80
CORRESPONDENCE:	
Allotropic Forms of Iodoform, To Correct the Correct Is Incorrect, Is This the Longest Word.....	81
DEPARTMENT OF BUSINESS BUILDING.....	82
NEWS OF THE DRUG WORLD.....	85-87
REVIEW OF THE WHOLESALE DRUG MARKET.....	88, 89
OPPORTUNITIES FOR EXPORT TRADE:	
The Drug Trade in Mexico, by Waldemar Heyerdahl.....	101, 102

EDITORIAL COMMENT.

A USELESS SUIT.

It is a hit bird that flutters, and the suit entered by a Philadelphia cutter against the Proprietary Association of America, the National Wholesale Druggists' Association and the National Association of Retail Druggists, through its Philadelphia local, would indicate that the efforts of the national associations to suppress cutting are having the right kind of effect. The complainant has been heretofore very ostentatious in his assertions of invulnerability, and his action in bringing suit against those who he believes have cut off his supplies cannot

be regarded as other than a confession of weakness and failure. As to the outcome of such a suit, there can be but little question. Every legal principle involved has been already ruled upon and the defendants in the suit are not attaching much importance to it, being confident that any steps taken by the complainant will only burden him with costs and lead to the determination of no important question.

We did not think a court decision was necessary to establish so elementary a principle of TO CLERKS. right conduct as that decided in Chicago recently, when a justice of the Superior Court ruled that a drug clerk violated the trust reposed in him when he took and appropriated certain amounts of his employer's stock of candy, cigars, soda water, &c. But it seems that the drug clerk against whom the decision was rendered had obtained a verdict from a lower court some time ago to the effect that he was justified in helping himself to luxuries of the kind named. In his defense before the lower court the clerk said he had merely followed a custom of the trade, and such indulgence as was charged against him came within the line of rightful perquisites. We have no doubt at all that such a custom is widely prevalent, but it is none the less an immoral one, and clerks and other employees may need the reminder that they owe to their employers the duty of honest and faithful conduct.

SHUT DOWN ON FREE SERVICE!

Syracuse, N. Y., druggists are beginning to realize how great a nuisance a telephone can be if patrons of the store are allowed the free and unrestricted use of it. So great has the nuisance grown of late that an agitation has been started to do away with "courtesies" in the way of allowing patrons and others the free use of telephones in the different stores. The matter is not mentioned here because the druggists of Syracuse happen to be affected, but because the trade in many parts of the country are daily allowing themselves to be imposed upon by a tyrannous public, who refuse to regard the drug store as anything more than a house of accommodation. In the larger centers druggists maintain a firm stand against the extension of what the public is pleased to consider "courtesies," and in these cities the pharmacy is not so generally regarded as a place where postage stamps may be procured, the directory consulted, or where "Mame" may telephone to "Billy" her reminder of the candy he is to bring her, &c. Indeed, we know of several pharmacies which keep no postage stamps or directory, and where the use of the telephone is refused, unless for pay.

The recent release of Mrs. Maybrick from an THE MAY- English prison has directed attention anew to BRICK CASE. her case. The solicitors who represent the friends of Mrs. Maybrick in this country are, it seems, still hopeful of proving Mrs. Maybrick's entire innocence of the charge of murdering her husband by poisoning with arsenic. It is their theory that Mr. Maybrick died of gastroenteritis following a cold, and in support of this they enumerate some of the medicines he took during the few days before his death. The list includes prussic acid, papain, iridin, morphine, ipecac, Fowler's solution of arsenic, tincture of jaborandi, antipyrine, sulphonal, cocaine and phosphoric acid. Our contemporary, the *Chemist and Druggist*, printed a much longer list at the time of the famous trial. The following drugs, which the solicitors for Mrs. Maybrick's American friends failed to mention, are included in that list: Cascara sagrada, nitrohydrochloric acid,

potassium bromide, tincture of nux vomica, Plummer's pill, tincture of henbane, nitroglycerin, solution of chlorine, sanitas, glycerin and Condry's fluid. This appalling list of remedies was administered to James Maybrick in the course of 13 days' illness, from April 28 to May 10. On May 11 the poor man died. While it was never alleged or proved at the trial that this little pharmacopoeia had anything to do with Mr. Maybrick's death, every pharmacist will agree with our London contemporary in regarding its publication as a sad commentary on the medical treatment he enjoyed.

Quality Counts.

Suit has been brought against a certain jobbing house by the manufacturers of a proprietary medicine for heavy damages on the ground that the jobber furnished to the complainants an ordinary commercial grade of certain powdered drugs, representing them to be the product of a particular grinder whose reputation for powdered assayed drugs is of the highest. The value of the purchases amounted to from \$10,000 to \$12,000, and if it is true, as charged, that the jobber did furnish the ordinary commercial grade instead of the special grade, which it was understood he was furnishing, the difference in the cost of the drugs would amount to \$4000 or \$5000. This, however, is the smallest part of the damage, since the complainants had previously used only the standard assayed drugs and believe and charge that the substitution of the lower grade of powdered drugs has inflicted a serious, if not an irreparable, damage by lessening the therapeutic virtues of their preparations. It is said to be probable that the drug miller whose name was used will bring an independent suit for damages against the jobber in question.

This incident furnishes the best possible proof that, notwithstanding the great demand which exists for cheap drugs, there is always a demand at remunerative prices for high grade drugs. The drug miller or the distiller who will carefully, consistently and conscientiously guard the quality of the drugs sold under his label can build up a business in which he can readily command from 50 per cent. to 100 per cent. better prices than his neighbor, whose skill is exerted in evading the pharmacopoeial tests and who has a somewhat too intimate knowledge of the cost and the sources of supply of ground gypsum, talc, starch, cocoanut shells and flour.

Pharmacy in Russia.

In the year 1903 there were in Russia (excluding Finland), according to the *Farmatsevtichesky Věstnik* (*Pharmaceutical Messenger*), 3,607 "free" pharmacies, including branch-stores. The homeopathic pharmacies are not officially included in this number, although they also are controlled by the Bureau of Medicine of the Ministry of the Interior. The distribution of the Russian pharmacies in respect to the population and area of various sections of that country, is interesting. One pharmacy is allowed (1) In Central and Southern Russia for each 3,832 square versts and for every 81,863 inhabitants with a total number of 1,018 pharmacies. (2) In the Baltic Sea Provinces, there is one pharmacy for every 672 square versts and every 19,600 inhabitants, with a total number of 122 pharmacies. (3) In Northwest Russia there is one to each 1,046 square versts and every 39,462 inhabitants, with a total of 256 pharmacies. (4) In Russian Poland there is one for each 300 square versts and 25,420 inhabitants, with a total of 372 pharmacies. (5) In the Caucasus one pharmacy is found for each 1,968 square versts and 45,681 inhabitants, with a total of 207 pharmacies. (6) In Siberia one for each 254,000 square versts and 133,187 inhabitants, with a total of 43 pharmacies. (7) In Central Asiatic Russia, including the Khanate of Bokhara,

there is one for every 170,000 square versts and each 429,876 inhabitants, with a total of 18 pharmacies.

A glance at these figures proves how unevenly pharmacies are distributed throughout the Russian Empire, and shows that the distribution is in consonance with the relative state of civilization of the various sections enumerated. The Baltic Sea Provinces, and Poland head the list with the greatest number. Naturally most of the pharmacies are found in the cities, but many pharmacies complying with the "normal" standard of the Ministry of the Interior exist also in villages. Among the cities there is a marked difference as to the number of inhabitants allotted to each pharmacy, thus:

Lodz has one pharmacy for each 28,600 inhabitants; Moscow, one for each 20,000; St. Petersburg, one for each 15,500; Warsaw, one for each 12,600; Odessa, one for each 11,200; Riga, one for each 10,600, and Kieff has one pharmacy for each 9,600 inhabitants.

The ownership of pharmacies in Russia is as follows: Pharmacists are the owners of 1,536 drug stores, 618 are owned by "private individuals"—i. e., laymen, and 17 are the property of medical religious or charitable societies. In these last two groups each pharmacy has a pharmacist as manager who alone is responsible, even for the transgressions of the proprietor. One hundred and nine pharmacies are owned by Communal Governments (*Ziemitvo's*), these being found chiefly in the northern provinces. Very few cities own a municipal pharmacy, but these are found occasionally in the southern part of Russia, in Siberia and Russian Central Asia. Many pharmacies are owned by physicians. Thus in Moscow six physicians own as many pharmacies, and one establishment belongs to an association of physicians. In Livonia 23 physicians are owners of pharmacies, out of a total number of 154 drug stores. This is partly accounted for by a provision of the Russian law, which forbids a pharmacist to own more than one drug store, while a nonpharmacist may own more than one.

Altogether, the showing is an interesting one, and the American pharmacist who has on an average a population of 2,000 to draw upon for his livelihood will sigh with envy when he thinks of what he might earn if our Government would follow that of Russia and choke off, say, 13 out of 14 of his competitors. But then he might be one of the 13 choked off, so the American pharmacist will probably go ahead selling side lines to make up an income which the crowded conditions of the calling makes precarious at best.

Increase in Our Exports.

We publish in another column a memorandum showing the very considerable increase in the exports of drugs, chemicals and dye stuffs, paints, oils, rubber goods and the various lines in which the drug trade is interested during the past nine months. This steady growth is decidedly encouraging, and shows that the efforts which we have made in conjunction with various manufacturers to increase and develop our foreign trade are beginning to bear fruit. It must be borne in mind, however, that to secure any substantial results a persistent as well as an aggressive campaign must be pursued. Isolated and spasmodic efforts cannot be expected to result in producing a change in policies and trade relations between foreign countries. If we wish foreigners to purchase our goods we must follow up every trade opportunity both persistently and intelligently. The introduction of new lines of manufacture into foreign countries is by no means easy, but when the business is once established the returns are so steady and so satisfactory as to amply warrant the labor involved in establishing such trade.

(Written for the American Druggist.)

DIFFICULTIES FOUND AT THE DISPENSING DESK.

BY GUSTAVE WOLFF, PHAR. D.,

Nw York, N. Y.

The greatest stumbling block encountered at prescription work is the poor handwriting displayed by many physicians. Another thing productive of mischief is the woeful ignorance of the Latin language manifested by them. This latter trouble is increased by the use of nonsensical abbreviations attempting to hide the true fault. Then there are the difficulties arising from the fact that so many foreigners among the medical practitioners write their prescriptions wholly or, still worse, partially in their native languages. For instance, one writing "30.00" means grammes by weight; another would mean cubic centimeters by measure. One, writing for a percentage solution, means per cent. by volume, another means per cent. by weight, and still another means the solids by weight, the liquids by volume. If closely questioned many would show that they do not know what they mean. Many omit the decimal zeros, occasionally indulging in the little pastime of also omitting the decimal points. Occasionally one switches from the grammes or Cc.'s to drachms and grains, not forgetting to express the names of the ingredients in "blooming Italian." I recall a prescription where one learned "professore"—probably he will burn in purgatory for it—wrote carelessly among a whole column of grammes one item, which appeared like "grammes," but could not have been meant for grammes owing to the dose of the preparation. I read it "grains," but it afterward appeared that the doctor had meant to write "Gocce." The Sicilian dialect word "stilla" for drops is also occasionally met with. Who would expect in the middle of a Latin prescription, with French system and English directions, to be suddenly plunged into the Italian language? Had grammes been dispensed—the ingredient in question being tincture of strophanthus—the undertaker would have been the winner, while the "professore" and the pharmacist also would have been given an opportunity to take practical lessons in criminology while serving their terms.

A TYPICAL INSTANCE.

In most cases the patient being sick abed cannot bring the prescription himself, so a little brother or a neighbor's child does the errand. We ask, "What is the patient's name?" and the only answer is a blank stare. The word "patient" has not been understood. Translating it from the King's English into the vocabulary of the child, we ask, "Who is sick?" "I don't know." "Who gave you this paper?" "The kitchen maid of the house next to ours." Thus we are unable to find out whether the patient is the master of the house, a man perhaps 40 years of age, his aged mother of 70, his daughter of ten years or his two days' old baby. It is a prescription for morphine and sugar of milk in 12 powders—"use as directed." A dose which is reasonable for the father would kill the baby. We observe that there are two more prescriptions on the same slip of paper. We try to discern whether all are meant for the same patient or not, but the physician has not burdened our mind with this information. The physician has not used his usual blank, but has taken a sheet from "Sissy's" notebook. The signature might be "Dr. Gilmore" or "Killmore," or else "Killman" or "V. Killum." The latter spelling seems to be correct; but we ask the messenger whether he knows the name of the doctor and again receive the encouraging reply, "I don't know." With a sigh we further scrutinize the ingredients, but find that he wrote the balance of the prescription as legibly as his name. We read three lines, but fall on one. We try to discover whether this one means quinine, codeine, calomel, cerium, creosote or something else spelled with a similar number of letters. Finally we decide that it means codeine (although there is a doubt-creating fly speck where the dot of the "i" should be). It is a cough mixture and the dose "fits," but, although we use a magnifying lens to aid us, we are still not so "cocksure" that we could swear to it in court. Then we look

to see in what shape the doctor wants the dose dispensed. Does he mean pills, or capsules, or powders, or cachets? Making a heroic effort to avoid profanity, we decide to consult Dr. V. Killum, whom we have located meanwhile by sending a note to the patient's house. We dispatch our utensil breaking genius, "the boy," to the "dear doctor" with the prescription and a note, politely requesting him to solve the riddle. The boy returns without the prescription, reporting that the doctor angrily said that he considers his handwriting quite plain and that "his regular druggist" never had any difficulty in reading it, and that if we couldn't read prescriptions we ought to get out of the business. Hereafter he would see to it that his prescriptions were sent to a more competent druggist; also in this case he would send his patient elsewhere. We now repair to the extreme rear of the cellar, where we have a punching bag installed, and proceed to use our fists as we would like to use them on Dr. Killum, and as the boy breaks a pint-graduate relieve our mind by calling him "Dr. Killum" and various other names not mentioned in the Bible.

I wonder if a physician would use such crows' feet if he were writing to the Board of Directors of a large life insurance company from whom he expected to get a paying business or if he were addressing the War Department seeking an appointment as a surgeon? Or, in making out his bills, would he make the figures so carelessly that 73 could not be distinguished from 13 and thus cut himself out of \$60 in fees? We make up our mind to recommend to this doctor the purchase of a typewriter, but when he comes into our store "raising Cain" about our "incompetency" we hardly dare say anything, hoping that he will eventually forget his anger and favor us with a prescription for 6 ounces of Blackman's Essence of Gasterine, affording us the munificent profit of fully 10 cents.

THE TOUCHY DOCTOR.

Another prescription comes in, which we find is intended for a child of two years. One of the ingredients is strychnine. We swear that we do not see why, in Saint Crispin's name, strychnine in any quantity should be given to a child so young as that. We carry the Dispensatory to the prescription desk and figure the dose. We find that, according to Young's Rule, the corresponding dose for an adult, if prescribed in the shape of elixir of phosphate of iron, quinine and strychnine, would be two teaspoonfuls five times daily. We say to ourselves: "This is only an infant; it will not take much strychnine to send it to the glorious shore." So we take no chances and telephoning to the doctor fortunately find him at home. His testy reply to our query is that he always means just what he prescribes, that it is not our business to worry about his doses, etc. We timidly suggest that if serious consequences should follow we would probably be blamed for not consulting him, his excuse being "a typographical error." The doctor "rings off" and we proceed to fill the prescription. No matter what we do, we do it wrong. Let us hope that we will see the day, or if we do not, that our grandchildren will see the day, when a rule will be made the law that any dose exceeding the official schedule shall be marked with an exclamation point, thus: "!!". Morphine is used in $\frac{1}{2}$ grain doses, frequently repeated, in cases requiring such treatment. The same drug, however, is also used in doses as small as 1-300 grain for children. If we do not know the age or condition of the patient and get no clue from the other ingredients, how are we going to know whether the dose is right? The only other ingredient may be sugar of milk. Furthermore, the quantities are often expressed in the metric system, where a misplaced decimal point or an accidental fly speck may cause an erroneous reading of the prescription.

We have also to reckon with the cumulative action of poisons and with the idiosyncrasies of different patients, and with the fact that a combination of more than one drug is stronger than one alone. For instance, a physician may prescribe top doses of digitalis, glonoin and strychnine. Although the first dose is very strong, it is perfectly safe, but frequent repetition increases the danger. What will be the effect of the fifth dose?

PRESCRIPTIONS THAT TAKE TIME TO COMPOUND.

Now a word or two on incompatibilities. Doctors often prescribe alkaloids in combination with iodides and bromides. Naturally they will form insoluble iodides or bromides of morphine, strychnine or whatever the case may be. We put a "shake label" on the bottle, but after all the precipitate may perhaps contain three-quarters of all the doses combined and thus may be given in the last spoonful. If we meet with such difficulties when we have plenty of time we overcome them with grace, but often a prescription is brought in by a relative of the patient, who enters the store hastily and inquires, "How long will it take?" It happens that there are several prescriptions already waiting to be filled. There is no one else on hand to attend the sales counter. A new tank of soda needs to be attached to the fountain, and "the boy" who should have washed the graduates has been dispatched downtown to obtain some lacking ingredient for another prescription. This lacking ingredient may be nothing but a "semi-proprietary" containing heroin and terpin hydrate in glycerin, with aromatics and saccharin. Furthermore, the prescription now handed in contains more than one recipe, although this fact is unknown to the patient. With dismay we observe that the first one calls for 48 asafoetida pills, to be finished with aromatic dusting powder. The second one calls for 20 ichthyol and iodoform suppositories. The patient thinks, of course, that he gave us only one prescription, and certainly this is not going to take any longer than 15 minutes to fill. It will take us 40 minutes to finish the prescriptions already waiting; it will take 30 minutes to make the pills, 30 minutes to make the suppositories, and at least 20 minutes will be consumed in waiting on trade.

If we tell Mrs. Particular that it takes two hours she will "have a fit" and explode with: "Did you ever! I never heard of such a thing! Well, I certainly will have to take it over to Cut-Rate Jones! I never waited there more than 15 minutes for a prescription. Here, give me back my prescription, and be assured I will advertise your store as having the quickest prescription department in the neighborhood!" The door slams and we have lost a customer, injured our reputation and antagonized a physician.

Another party enters and orders us to refill and copy a prescription filled some weeks ago. We hate to do it, as the prescription in question contains a somnifacient and was not intended to be used over and over again, and was certainly not intended to be dished out to the whole neighborhood as a panacea for insomnia or as "Can't-be-beat" toothache drops.

ABOUT RETURNING THE ORIGINALS OF PRESCRIPTIONS.

Still another party asks us to fill a new prescription and return the original. This is a most reprehensible practice, because if legal proof is wanted in connection with the dispensing of the prescription the original is the strongest proof. If a physician makes a mistake which, owing to the age of the patient or other reasons, is followed by unfortunate results, in order to avoid the consequences, he may ask the nurse of the patient for the vial containing the medicine used. With a grave "h'm, h'm," he smells it and tastes it, scrutinizes the label and finally pokes it into his satchel and takes it home. God knows what he might do with the medicine in the privacy of his office. It is a matter between himself and his conscience only. He further asks for the prescription and receives it in the envelope in which the druggist has neatly put the "original" when returning it. The coroner investigates the mysterious death, and poor "Pill Roller" is told that he has misread 4 centigrammes for 4 decigrammes, causing the death of the patient. "Pill Roller" declares that he dispensed the medicine according to the prescription, which certainly read decigrammes and that the copy in his book reads decigrammes. The physician insists that he wrote centigrammes. Poor "Pill Roller" grows doubtful and asks to see the original. It is shown to him and he sees with bewilderment that it reads "centigrammes." He further observes that the upper margin where he always writes the No. is missing and looks as if the blank had been torn carelessly from the pad. He now begins to believe that he not only made an error in reading, filling and copying the prescription, but also failed to put his run-

ning number on it. Poor fool! He little dreams that he has read it right, filled it right and numbered it right, and that which was shown to him as the "original" is simply a new prescription written by the physician for the purpose of shifting the blame of the error on "Pill Roller" and exonerating himself. The doctor finds himself confronted with the choice of either ruining his own reputation and going to the penitentiary or allowing "Pill Roller" to do that "stunt" for him. Being selfish and unscrupulous he chooses the latter. From this hypothetical case we point out the moral: If you fill a prescription at all, keep the original. If your customer requests the return of the original, tell him you will give him a copy, but would rather lose the profit of dispensing this prescription, or even lose a good customer—nay, prefer to lose the good will of a narrow minded physician—than to break this ironclad rule. Whoever relies on your skill and care to the extent of trusting his life with you in dispensing a prescription accurately certainly ought to trust you to make a correct copy of it. This rule may be unnecessary in 999 cases and in the one thousandth case be the means of saving your reputation if not your liberty, and at least may protect you from the payment of heavy damages, which, as the law is a game, you might have to pay, no matter how innocent you may really be.

A SUGGESTED REMEDY.

What seems to be required in order to overcome some of the difficulties pointed out, is that every pharmacist should keep a memorandum of each difficulty thus encountered and present them for discussion quarterly at the meetings of the pharmaceutical society of which he is a member. A stenographic record of these discussions should be made, which, after being extracted, summarized and typewritten, should be sent to the Board of Pharmacy, whose duty it should be to appoint a committee to annually adopt regulations, which would not be legally binding, but which would save us from confronting the same difficulties year in and year out. Then, having done our best and conscientiously fulfilled our duty, we would feel safe when unjustly accused or harshly criticised. In unity is strength, and by associating we shall succeed where the single individual would utterly fail.

LEGITIMATE SIDE LINES FOR THE DRUGGIST.¹

By J. E. KIDD.

The local surroundings will have to govern to a large extent the legitimacy and profitability of side lines. It is not a new thing to know of quite a number of druggists throughout the country who use garden seed as a side line, and with very profitable results. Paints, oil, glass and stationery have been carried by a number satisfactorily. Soda water and box candy are now almost recognized as being an absolute necessity in all up to date pharmacies. However, you will see some who pay no attention to these side lines.

SPECTACLES A PAYING LINE.

We have handled fountain pens satisfactorily, and intend very soon to put in a nice line of cutlery. These we feel we can handle legitimately and profitably in our business. We have been contemplating for several years putting in a nice line of cut glass, which some druggists have reported to us has been very satisfactorily handled, and certainly is in keeping with our business. But, of all the side lines that we have heard of, and one that has yielded the largest returns on the investment, was in the State of Kentucky, where an enterprising druggist went to a school in optics for six weeks and after returning home he fitted up a neat little office in one corner of his store, where he began fitting glasses, and from this side line he secured the first year of his services \$1,000. This happened in a town of a little over 6,000 inhabitants. I know from personal experience, having had some traveling opticians stopping in our store, that these doctors have averaged in the neighborhood of \$8 to \$15 per day profit on their sales while in our store. All this with a little energy on our part and with a small investment for glasses we could have made ourselves.

¹ Read at the annual meeting of the Georgia Pharmaceutical Association, May 17, 1904.

(Written for the American Druggist.)

WATER ANALYSIS.

BY JAMES O. JORDAN, PH.G.,

Boston, Mass.

.(Continued from page 39.)

Albuminoid Ammonia.—This represents the nitrogen in undecomposed organic matter, but affords no clew as to whether it is of animal or vegetable origin. Waters are occasionally found free from ammonia, while those with large vegetable growths yield considerable amounts. The source is more important than the quantity, and while high albuminoid ammonia results from sewage pollution, it may be due to other causes. Unpolluted waters show a wide range. Animal organic matter, however, contains more nitrogen than a like quantity of vegetable matter and decomposes with great rapidity, and consequently will yield more albuminoid ammonia than will the latter. In water analysis the nitrogen of organic matter is converted to ammonia by oxidizing agents, alkaline potassium permanganate solution being employed. Upon boiling, the volatile ammonia passes over with the steam. In order to give the ammonia content the fullest value, due consideration must also be paid to the other factors.

REAGENTS:

In making these solutions only water free from ammonia should be employed; the solutions should be carefully preserved from dust, organic matter and ammonia vapors.

(a) Strong Solution of Ammonium Chloride.

Dissolve 0.3138 Gm. of pure ammonium chloride in 100 Cc. of water.

(b) Dilute Solution of Ammonium Chloride.

Dilute 10 Cc. of (a) to a liter with water. One Cc. of (b) = 0.01 Mgr. NH_3 .

Solution of Sodium Carbonate.

Freshly ignite 100 Gm. of pure sodium carbonate, and then dissolve it in 500 Cc. of water.

Nessler's Reagent.

Dissolve 35 Gm. of potassium iodide in 100 Cc. of water and 16 Gm. of mercuric chloride in 300 Cc. of water. If heat is employed cool the solutions and then add the latter to the former. Dissolve 200 Gm. of sodium hydrate in 500 Cc. of water and add this to the above mixture. Then, while stirring, add a cold saturated solution of mercuric chloride until a permanent precipitate forms. Dilute to one liter and allow to stand until the precipitate settles. Only the clear portion is used, but it is not necessary to decant the liquid, as it can be withdrawn with a pipette without disturbing the precipitate. This solution may deteriorate with age, but its sensitiveness may be restored by the addition of a few drops of saturated solution of mercuric chloride, enough to cause the formation of a slight amount of additional precipitate.

Nessler's reagent when used, as directed, should give the desired depth of color in the presence of ammonia, within five minutes; and it should not produce a precipitate inside of two hours.

Alkaline Potassium Permanganate.

Dissolve 200 Gm. of potassium hydrate and 8 Gm. of potassium permanganate in 1500 Cc. of water. When required for use 75 Cc. of this solution is concentrated by boiling in a casserole or evaporating dish to about 50 Cc. This is to expel any free ammonia which may be present, and the boiling can be advantageously done during the distillation of the water for the free ammonia estimation.

APPARATUS.

Condensers with large condensing surface are necessary. One with a total length of 28 to 29 inches, and with chamber for the cold water 20 to 21 inches long, will suffice. For a distilling flask, one fitted with a thistle tube half-way up the neck, for the condenser connection, is convenient. This tube should be inserted well within the condenser, and made tight with a piece of clean rubber tubing previously slipped upon it, which also fits inside the condenser. (See Fig. 1.)

The only objection to this form of flask is the smallness of the tube for the exit of steam, and on this account, with occasional waters, some of the mixture may be projected from the

flask and through the condenser during the distillation of the albuminoid ammonia. For this reason, a retort is preferred by some analysis. If this is used it should be slightly inclined upward, and the small end should be bent at an angle toward the condenser. For fitting to an ordinary condenser an adapter like that shown at the end of the retort in Fig. 2 is useful; condensers with a neck like the adapter may be obtained. The connection with the adapter may be made with a sound cork slipped well upon the end of the retort neck. For heating, use the free flame of a Bunsen burner or a low temperature stove with the upper iron ring removed.

Nesslerizing Tubes: These are of colorless glass, about 12 x $\frac{3}{4}$ inches, and graduated at 50 Cc.

Having freed the apparatus from ammonia as previously directed, measure into a graduated flask 500 Cc. of the water and pour it into the empty distillation flask or retort. Most sur-

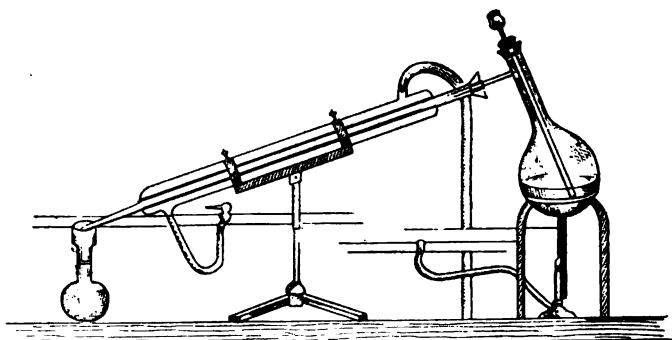


Fig. 1.

face waters are slightly alkaline in reaction, and do not require the addition of an alkali before beginning the distillation; but if the water is not alkaline, or with suspicious waters, add 5 Cc. of the solution of sodium carbonate. Boil the water and regulate the heat so that not more than 50 Cc. of distillate is collected within ten minutes.

Distil three portions of 50 Cc. each; this removes all or nearly all of the free ammonia from the original specimen. The distillates may be collected in 50 Cc. flasks, and subse-

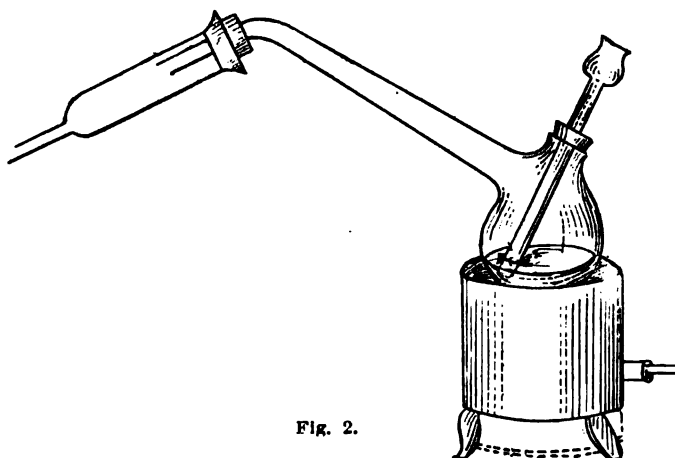


Fig. 2.

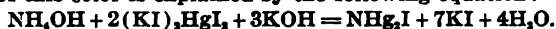
quently poured into the Nessler tubes, or collected directly in the tubes. Of course, all of the receiving utensils should have been previously rinsed with water free from ammonia.

Then add through the thistle tube the hot alkaline potassium permanganate solution, mixing by agitation if necessary, and proceed with the distillation, collecting four (or with suspected specimens five) portions of 50 Cc. each, employing the Nessler tubes as before. With some waters it is difficult to decompose all of the organic nitrogen to ammonia by the aid of heat and alkaline potassium permanganate, and it is consequently preferable to be content with results obtained by a uniform method of procedure.

The tubes should then be set aside for a short time, protected from dust and ammonia fumes, until the temperature becomes uniform with the surroundings, and the distilled

water to be used for the comparison tubes. Heat intensifies the color produced by the Nessler reagent.

Prepare the comparison tubes by adding to other Nessler tubes different quantities of dilute solution of ammonium chloride. In the first tube place 0.2 Cc., increasing the amount in successive tubes by 0.2 Cc. up to 2.4 or 3 Cc. Then add ammonia-free water to bring the contents of each to the 50 Cc. mark. Rinse a 2 Cc. pipette with ammonia-free water, followed by some of the Nessler reagent, and then measure into each of the tubes (excepting those with the first distillates for free and albuminoid ammonia), 2 Cc. of Nessler's reagent. Rotate the tubes in the palms of the hands to mix the contents. This solution produces a yellowish brown color, the intensity varying with the amount of ammonia present. The production of this color is explained by the following equation:



The NH_4OH in the comparison tubes results from the action of the KOH in the Nessler's reagent upon the NH_4Cl as follows: $\text{NH}_4\text{Cl} + \text{KOH} = \text{NH}_4\text{OH} + \text{KCl}$.

After five minutes match the colors by holding the tubes over a white surface (white paper will answer), and note the amounts of dilute solution of ammonium chloride in the comparison tubes necessary to give tints equivalent to the colors shown by the distillates.

The first distillate for both free and albuminoid ammonia usually contains about two-thirds of the ammonia, and oftentimes gives such a depth of color with Nessler's reagent as to render accurate matching with comparison tubes impossible. It is, therefore, advisable not to add the Nessler's reagent to these two tubes until after the reaction has taken place in the tubes containing the second distillates. If these have developed much color, it is advisable to take a proportional part (one-half or one-fifth) of the first distillates, dilute each with ammonia-free water, Nesslerize, wait the allotted time and determine the quantity of ammonia in the diluted specimens, by comparison as before, and the amount in the 50 Cc. mathematically.

The color shown by a distillate may be between that of two comparison tubes; the difference between the two may be taken as representing the actual amount of ammonia, or the color may be matched by a fresh comparison tube.

Example: The distillates containing the free ammonia when Nesslerized were equivalent to 2.5, 0.8 and 0.2 Cc. of dilute solution of ammonium chloride; representing respectively 0.025, 0.008 and 0.002 Mgr. of ammonia. Total, $2 = 0.035 \times 0.07$ in one liter, or parts per million; as one liter = 1,000,000 Mgr. The results are ordinarily stated as parts per 100,000; this factor is obtained by placing the decimal point one place to the left = 0.007.

(To be continued.)

OFFICIAL METHODS OF ANALYSIS.¹

By JOSEPH L. MAYER, PH.D.

Brooklyn, N. Y.

Up to within a comparatively short time there was a prevalent notion among pharmacists that the only official preparations which would be used as a basis for prosecution for drug adulteration were those for which the United States Pharmacopœia prescribed a standard and directed a method of assay. Recent work of the Board of Pharmacy has demonstrated the fact that this belief was not well founded.

The board is not only justified in its action in taking samples of preparations irrespective of whether or not the Pharmacopœia directs a method of assay for them, but is to be commended for its efforts to weed out those which are either deteriorated or deficient in strength as a result of careless preparation. There is hardly a doubt concerning the fact that many of the samples of camphorated oil which did not contain the proper quantity of camphor had lost it in the course of preparation—heating the oil so hot that a large percentage of the camphor was volatilized.

Of course in the eyes of the law a preparation which is weak as a result of careless manufacture is condemned just as quickly as one which is below the standard intentionally. It sometimes happens that after a preparation is finished the

pharmacist is anxious to determine its exact strength, not only to avoid prosecution, but for his own satisfaction. If he then refers to the United States Pharmacopœia and does not find the method of assay, he looks no further and the original idea is abandoned.

The revisers of the Pharmacopœia are aware of this fact and are constantly increasing the number of official assay processes; but there are many necessary ones which have been omitted and will continue to be.

Take for example mercurial ointment. Few if any pharmacists now make this preparation on account of lack of facilities, by far the greater quantity being bought from the large firms which are better able to turn out the proper article. Notwithstanding this fact the Pharmacopœia does not contain a quantitative method of analysis.

Remembering that there is an official process for manufacturing this ointment, the thought suggests itself that if the process were followed and the preparation were not purchased there would be no need of testing its strength. Theoretically this would be correct, but every one who knows anything about the subject is acquainted with the fact that the pharmacist does better by buying such a preparation.

There are many other preparations for which there should be quantitative methods of analysis, among them camphorated oil. As before noted, if heat is employed in its preparation, some camphor is volatilized, and if the camphor is simply placed in a container with the oil to allow it to slowly dissolve it often happens that when the time comes to sell the article over the counter the preparation does not meet the legal requirements. If there were an official method of analysis, the preparation could and would be tested to determine its exact strength.

I am aware of the fact that if the Pharmacopœia contained all the needed assay processes it would grow to enormous proportions and be too bulky and unwieldy and, therefore, make the suggestion that these processes should be thoroughly worked up by some subcommittee of the United States Pharmacopœia or the American Pharmaceutical Association and, after being approved, be published in pamphlet form and be regarded as official methods of analysis.

Work of this nature is that done by the Association of Official Agricultural Chemists, which has its committee constantly at work with results familiar to all who are acquainted with the bulletins of the chemical division of the United States Department of Agriculture.²

The official methods of analysis would be those used in connection with prosecutions, and the pharmacist would then not be so much in doubt with reference to the methods employed. Of course a great advantage would be found in the fact that all analysts making pharmaceutical analyses would be working under like conditions, which in work of this nature means much.

It would be easy for the colleges of pharmacy to teach their students these methods; for experience as a laboratory instructor in chemistry has demonstrated the fact to me that many pharmacists would do much of this sort of analysis if they but had the methods.

Any one who reads as he runs need not make much effort to see that with the prerequisite law, the regents' entrance examination, and the probable obligatory three years' course, analytical chemistry will not be regarded by the pharmacist of the future as it has been by many of the past, and, sad to say, innumerable of the present, as something of value only in connection with the curriculum of a college of pharmacy, but as a subject having practical value in more ways than one.

Looking at the matter from various points of view, there appear numerous good reasons why the suggestion to sanction the adoption of official methods of analysis of pharmaceutical products should be favorably received.

¹ Read before the New York State Pharmaceutical Association at Brighton Beach, June 28, 1904.

² Since writing this paper I have received the "Yearbook of the Department of Agriculture, 1903," just issued, and find the following statement by Lyman F. Kebler: "At the last meeting of the Association of Official Agricultural Chemists a referee on medicinal plants and drugs was appointed. The object of this appointment was to provide for the study of the methods used in determining the quality of drugs and their preparation along the same lines that have proved so successful in providing standard methods for the analysis of other substances, such as foods, etc."

PARAFFINED CORKS.¹

BY W. A. DAWSON.

Hempstead, N. Y.

An article appearing recently in the pharmaceutical press mentions a newly invented process for improving the texture of cork stoppers and rendering them more durable by filling the pores of the corkwood with casein; a liquid preparation of casein being driven into the porous parts by atmospheric pressure and there solidified in a form that is highly resistant to all chemical action.

A year or two ago the writer had evolved the idea of similarly treating stoppers, and other manufactures of corkwood, with hard white paraffine wax, and had become convinced that there was great commercial possibilities in the manufacture and sale of paraffined corks.

For many years before this I had made paraffined corks for my own use in the laboratory; fitting up working apparatus or making atmosphere proof and non-sticking stoppers for stock containers and making but a few at a time as the need arose.

A well paraffined cork is as much superior to untreated cork as a "mercerised" textile is superior to a cloth that is woven in the ordinary way from cotton yarn that has not undergone the improving process of mercerising.

A well paraffined cork stopper differs but slightly in appearance and feel from a stopper cut from the finest quality of clear velvet corkwood. It is a little more "silky" in looks and feel; there is no trace of greasiness when rolled between the fingers, nor can any unpleasant odor be detected where good wax is used.

They are far more durable than ordinary corks and are stained or hardened by few substances; they slip easily into the neck of a bottle and are easily removed without danger of breaking off. They do not become cemented fast to the glass with saccharine, resinous or extractive matter. There is no danger of their imparting taste or odor to the contents of a bottle on long standing, even with mineral waters or other beverages.

In short, they seem the ideal stopper for general use, replacing glass or rubber stoppers in nearly every case, making a perfect, non-shrinkable seal that does not harden nor rot out, a cork that retains its elasticity indefinitely and is proof against insects or mould.

Thus treated, a cheaper grade of wood could be used in many cases and a distinct saving thus made in the manufacturing costs of low-priced goods. Worked on a large scale the cost of the process would add but a small sum to the gross price.

Naturally, while at work upon the occasional small batch of corks that I have treated to the process, I have thought of the commercial exploitation of paraffined corks. Success would seem certain to the first manufacturer getting them upon the market. The fact that no cork maker has done so has been a source of wonderment to me. The thing is so simple that it seems impossible that no one has thought of it, and such a desideratum that once thought of it would seem strange that the idea had not been acted upon.

It is with the hope that this will call the matter to the attention of some one who will investigate further as to the practicability of the process on a large scale and thus confer a boon to the retail drug trade and other large users of cork that this is written.

As I have conceived it, the thing seems very simple and quite inexpensive when done in a large way, the operation being similar to creosoting or fire-proofing timber. The corks are placed in an air-tight tank from which the air is exhausted; this operation is repeated once in order to remove the dust from the pores, which is forced out with the air contained in the cavities by the action of the exhaust. The second time the corks, without being removed from the vacuum chamber, are lowered into a hot solution of paraffine, where they are held deeply immersed while the air pressure is allowed to gradually rise to the normal point (or it may be necessary to

apply a pressure of two or three atmospheres) which forces the hot wax into every pore and opening in the corkwood.

After this the corks, contained in a basket-like arrangement of wire, are lifted out of the paraffine bath and allowed to drain at normal pressure, of course in a temperature just above the melting point of the wax until the excess of wax is removed or dripping ceases.

When this operation is properly conducted there should be no appreciable amount of wax left upon the surface, while the openings and grain of the wood should be completely filled with the wax.

Possibly a finishing process may be found necessary to free the corks from the last vestiges of wax on the surface; rolling in a polishing drum or some similar operation.

In paraffining a few corks for my own use I have only kept them immersed in the hot melted wax for a short time and after withdrawing them have kept the wire basket in which they are securely held suspended just above the surface of the wax bath until they have ceased to drip, the heat below being usually sufficient to free their surface from excess of wax.

SOME NOTES ON CHINESE MEDICINES.¹

It is difficult, for various reasons, to estimate the amount of knowledge of medicine possessed by the Chinese physician—that is, the native practitioner who has not received an education in Europe or America. He is not required to pass any examinations, nor do his patients require any assurances of his knowledge beyond the possession of one or more native books on the art of healing. Heredity is a very strong recommendation in the young physician's favor; if his father chance to have been a doctor he will certainly be popular, and if, in addition, his grandfather has also been a medical man, a large *clientèle* is assured him.

It would be absurd to imagine that a people of such an ancient civilization as the Chinese possess no knowledge of therapeutics, but they are extremely reticent in the presence of foreigners as to their reasons for the administration of certain drugs, their composition and therapeutic action. A people who have practiced inoculation against small-pox since the Sung dynasty (A. D. 1014) must, in ordinary fairness, be credited with some research into the actions of drugs on the human body. The doses used are invariably large to our ideas; pills are taken by the hundred, and other things in like exaggerated proportion. The statistics quoted are taken from the List of Chinese Medicines, published by order of the Inspector General of Imperial Maritime Customs, 1889. The port quoted is Canton, which may be taken as a representative city (population about 2,000,000), similar drugs being in use throughout China, with possibly some local variations which are unimportant. Opium is not mentioned in this paper, as its use has become so universal in southern China that it may be considered more a luxury of diet than a drug.

Ginseng, that universally popular medicine in China, is imported to Canton to the extent of 590 piculs from Korea and 1,545 piculs from other parts of China, mostly from Szechwan. Korean ginseng being the most expensive and said to be the best, this much discussed root is supposed to possess an aphrodisiac action. The total import of ginseng of various grades to Canton amounts to over 3,000 piculs per annum (1 picul = 133 lbs.). There are many other drugs credited with a similar action, to which further reference will be made.

Liquorice is a very favorite medicine, the annual import amounting to 2,722 piculs. Rhubarb also (*rheum officinale*) is largely used, 229 piculs a year. There are many substances used as carminatives and appetizers, and one has only to read a China menu or be in a Chinaman's presence after a meal to understand that they must frequently require the assistance of the physician in the treatment of dyspepsia. Such drugs as cardamoms, orange peel, ginger skin, cassia, peppermint leaves, mustard, pepper, orange pips, gentian, coriander, &c.,

¹ A paper contributed to the annual meeting of the New York State Pharmaceutical Association at the Brighton Beach meeting, June 28, 1904.

¹ From the *British Medical Journal*.

are all used by them. For aperients they administer calomel, castor oil, senna, leaves of castor oil plant, castor oil nuts, prunes, rhubarb (*rheum officinale*), liquorice and croton seeds.

A favorite tonic is made from the "roots of a woody climbing plant with hooked spines and axillary tendrils and large, oval ribbed leaves, furnishing a tonic like sarsaparilla, of which the decoction is drunk. Probably a *smilax*." More than 1,700 piculs of this root are required annually in Canton. Arsenic, peroxide of iron and dandelion are also used.

Mercury is used for syphilis, cunebebs for gonorrhoea, and asparagus as a diuretic. Other substances largely imported for medicines are camphor, sulphur, borax, sodium sulphate, poppy capsules, potash, copperas, cinnabar, realgar, dried urine, zinc carbonate, olive oil, camomile, eucalyptus, linseed, areca nut, orris root, aconite, black hellebore (*veratrum nigrum*), nettles and tansy, all of which suggest some use to the Western mind.

Peppermint ice and oil are exported from Canton to the value of 4,000 taels annually. (The tael varies from 2s. 6d. to 8s. 6d.) Peppermint ice is sold in small bottles and is snuffed up the nostrils, it having a really surprising effect on nasal catarrh, relieving congestion and headache, and loosening the mucous secretions.

Of foreign medicines, an emulsion of cod-liver oil, a "head-ache cure," and anti-opium pills seem to find a large market. The anti-opium pills are a patent medicine containing morphine sulphate. They relieve the patient of one drug habit and enable him to abandon the opium pipe, only to replace it with the morphine pills.

Besides ginseng, there are many other substances taken as aphrodisiacs, or in cases of impotence. Many of the substances used are very disgusting and will not be quoted. Deer penis is imported in large quantities and is sold at 100 taels per picul; also asses' penis, seals' penis and sheeps' penis. Human placentas are exported, and many other things, as deer wombs, compounds of liquorice and human faeces, and liquid manure many years old are probably used for similar purposes. The deer is believed to possess wonderful properties, and there is scarcely any portion of the animal that is not used for medicine. The horns, to the value of several hundred thousand taels, are imported annually, and the unborn young are cleverly imitated and sold. A possible explanation of the popularity of this animal for medicinal purposes suggests itself in the fact that the God of Longevity is always represented by Chinese artists as riding a deer. Tigers' bones, tiger bone jelly and blood are largely used, being credited with the property of promoting bravery, and for the same reason the spleen and liver of executed criminals and boars' gall bladders are eaten.

The Chinese possess an enormous veneration for antiquity, and one can see the same idea in the choice of some of their medicines—for example, old varnish, liquid manure preserved many years, fossil ivory, fossil teeth, soot from old ovens, fossil crabs and shells, old chunam (Portland cement and sand 1 in 3), putty caulking from old broken up vessels, and water in which a few "cash" of an early dynasty have been boiled.

There is so much rank superstition mixed with some knowledge of drugs that it is impossible to draw a line between reasonable thought and arrant nonsense in their choice of medicines. Insects and animal substances enter so largely into their materia medica that one might be tempted to imagine all native doctors to be quacks of the most unscrupulous type. The following list will suggest the nostrums concocted by the charlatans of our own Middle Ages:

Dried silkworms.	Sea-horse.
Scorpions.	Sea-dragon.
Red lady-bug.	Wens or corns from monkeys.
Blistering fly (not cantharides, but a small fly whose bite produces a blister).	Dried lizards.
Maggots found in liquid manure.	Snails.
Common earthworms.	Tortoise-shell glue.
Centipedes.	Snake skins.
Dried toads.	Buffalo horns and bones.
Toad cakes (toad spittle mixed with other ingredients and pressed into cakes).	Chrysalis of the mantis.
Cast skins of cicadas.	Goats' sinews.
Lining membrane of fowls' gizzards.	Dried snakes.
Wasps' nests.	Caterpillars.
	Hedgehog skins.
	The dung of silkworms, magpies, bats, rabbits, cockroaches and birds.
	Sand, earth and stones.

The above is far from being a complete list of the Chinese

Pharmacopoeia, but it will serve to show through what a varied range of thought their ideas have moved in attempts to relieve the diseases common to humanity.

The poetic nature of the Chinese is evident in the nomenclature of some of their drugs, and is pleasanter reading than the above nauseating catalogue. The following are literal translations of some of the native names:

"The arrow of the hundred medicines."
 "The stone which the sun vaporizes."
 "Water dragon bones" (old caulking of ships).
 "Thunder pills."
 "The king of the field boundaries" (a weed).
 "The grass which the deer picks" (another instance of the healing properties with which the deer is credited).
 "Opium weaning grass."
 "Head-turned chicken" (a dried fruit).
 "Golden antique olives."
 "Thousand taels worth seed."
 "The hill over running duke."
 "Sure remedy" (the bark of a tree).
 "Robust the whole year" (certain bulbs).
 "Phoenix bowels" (the phoenix is a beneficent animal like the dragon, and is the special emblem of the Empress as the five-clawed dragon is of the Emperor).

The Chinese possess a great faith in prophylactics, but here one finds nothing but superstition pure and simple; for example, the soup made from a black cat is drunk by blacksmiths in Canton to prevent burns from hot metals.

There is no mention of quinine as an import, but it is probably prescribed by the better educated doctors. The refuse of indigo vats is used as a medicine, but whether it is given in cases of malaria is doubtful.

The sister science of surgery may be dismissed with a few words. It consists mainly of acupuncture, actual cautery, ligation, counter irritants and massage. We have all read of the expert Chinese dentist who extracts teeth with his fingers as the only instrument. The removal of a stump by this means seems an impossibility, and if we examine the strings of teeth which form the native dentist's professional badge, we find that the teeth extracted are almost invariably sound—a fact which rather detracts from the world wide reputation of the Chinese operator, who requires no forceps to assist him in his work.

NEW REMEDIES.

Introduced During the Year Ending June, 1903.

(Concluded from page 44.)

Thieucalyptol is another name for Sanosin, which was described in last year's report as a mixture of flowers of sulphur, 85; oil of eucalyptus, 7; linden wood charcoal, 10. It is supposed to be curative of tubercular disease of the lungs when the smoke arising from its ignition is inhaled.

Thymol trichloracetate is, as its name indicates, a compound of thymol and trichloroacetic acid. It forms a granular powder melting at 44 degrees C. It is insoluble in water, soluble in alcohol and ether, and on being heated with caustic soda solution gives a color reaction characteristic of chloral and of thymol.

Tot is the name applied commercially to a rose-colored powder having a piquant, bitterish taste and slightly aromatic odor, which consists, according to the manufacturers, of isonaphthol, 2; benzoyl-beta-naphthol, 2; and abrostol, 1. It is put up in oblates combined with charcoal. It is recommended in dyspepsia and various stomach complaints, as possessing antiseptic value and the property of absorbing gases.

Triberane is a new French purgative mixture, which contains alcoholic extract of senna, 20; glycyrrhiza, 20; sugar, 20; precipitated sulphur, 10, and vanillin to flavor.

Trigemin, as its name would indicate, is a substance which has been recommended as an analgesic in trigeminal neuralgias and other painful disorders of the trigeminal nerve. It is a chemical compound resulting from the action of butylchloral hydrate upon pyramidone. It forms long, colorless needles, which melt at 85 degrees C, and are readily soluble in water, yielding a solution of a faintly aromatic odor and taste. The dose for adults is stated to range from Gm. 0.5 to Gm. 1.2, once to three times daily.

Trygase is stated to be a chemically pure yeast, forming a light gray powder, insoluble in water, and having the odor and taste of yeast. It is intended for use like other yeast preparations. Manufactured by J. D. Riedel, Berlin.

Tutulin is a new vegetable albumen preparation of recent introduction, which forms a fine yellowish-white powder without odor or taste. It is marketed by Tolhausen & Klein, Frankfurt-am-Main.

Uriform is a mixture of ammonium formaldehyde (hexamethylenetetramine), saw palmetto and sandal oil, combined with several tonics which is said to exert a curative effect in catarrhal conditions of the urinary organs. Manufactured by the Raymond Chemical Company, and marketed by Schieffelin & Co., New York.

Urocol is the trade name for Urol-colchicin tablets, each containing 0.5 Gm. urol (urea quinate), 0.5 Gm. milk sugar, 0.001 Gm. colchicin Merck. The tablets are said to be effective in the treatment of acute attacks of gout, four to five tablets being generally sufficient for the purpose.

Urolysin is a compound of vanadium sodium citro-chloride with quinic acid combined as an effervescent powder. See Vanadium Preparations.

Ursin is a compound of quinic acid and lithium. It is identical with Urosin and Uresine, already described in previous reports.

Vanadium Preparations.—It has been asserted that the therapeutic activity of vanadium is 30,000 times greater than that of iron as a carrier of oxygen. In order to administer this powerful agent in a harmless form, B. Rhoden has prepared vanadium sodium citro-chloride, which, made into an effervescent salt with the ordinary basis and dose to contain 5 Mgm. of vanadium pentoxide in 100 Gm., is known as Citrozone, which see. When the original salt is combined with 10 per cent of quinic acid and effervescent basis it is named Urolysin. A similar mixture with 10 per cent. lithium bromide is Nervol. This last named is given in hysteria, insomnia and neurasthenia in doses of one teaspoonful at bedtime.

Viscin is a substance prepared from bird lime and intended as a substitute for rubber in the manufacture of such articles as adhesive plaster, and as a means of applying remedies in skin diseases in such forms as they will remain in place. Its advantage over rubber is chiefly in its price.

Wismol is an alkaline magnesia-bismuth, which is offered as an odorless substitute for iodoform by the firm of Buchlos, Frankfurt-am-Main. It occurs in a fine white powder, permanent in the light, and is said to part readily with its oxygen. It is used as an antiseptic powder like iodoform.

Yanatas is a remedy against seasickness, which is said to consist of a 1 per cent. solution of chloral hydrate in water colored red.

Comparative Pathology.

Valuable lessons are to be learnt by the scientific seeker in comparative pathology, whether animal or vegetable. Jonathan Hutchinson applies to the whole of pathology what he has termed the "law of competitive nutrition." A large cancer growing in an animal makes great demands on the nutritive material supplied by the blood, and leads consequently to emaciation. The overgrowth or inflammation of one organ not only attracts an excess of nourishment, but leads to impoverishment of another organ. Congenital hypertrophy is an example of this. In the narwhal whale one incisor tooth grows to a length of 6 or 8 feet, forming a great ivory tusk, while the growth of the other incisor is arrested. Its germ remains in the jaw and is never cut.

In vegetables the potato supplies an example. In many fields there are few flowers, the reason being that the potato has taken to producing underground tubers, which have numerous buds, from which the plant can be propagated, so that

the potato no longer needs its seed. The growth of the tuber under the ground takes up all the food which is necessary for the production of seed, and so the flower drops off. The production of the potato berry or seed is comparatively infrequent, because the potatoes have been carefully cultivated, and those selected which produce only tubers.

The roots and stems of trees are often attacked by fungi. Sometimes fungi attack healthy trees, sometimes diseased trees, and very often wounded trees, just as microbes do in man. There are certain specific animal poisons, those of the fevers, which may attack perfectly healthy persons, and good health seems to be no security whatever against them. It would appear that those who are most healthy, and have the best fluids and the richest blood, suffer more severely than others, because they offer a better field for the development of the germs. This is the case of fungi on plants. Some fungi grow on perfectly healthy plants, no predisposing influence being necessary, while others wait until the plant has been injured, or until it is sickly or nearly dead, before they can attack it. The importance of wounds is quite as definite in vegetable as in animal pathology. A wound in the bark of a plant will allow a fungus to settle on it, causing disease of the stem, and convert the wood tissue into a soft structure, probably affecting the whole length of the plant. Many fungi appear to be capable of almost indefinite periods of latency. They do not always grow, but may remain inactive for a long time. Similarly, the tubercle bacillus may remain for very long periods in the human body without producing any morbid condition.

A number of fungi attack the human skin; one of them produces pityriasis versicolor, another favus, another ringworm. It is more than probable that these diseases are transmutable, and that from the fungus of common ringworm of the scalp tinea versicolor of an adult can be produced. There may be a modification of the fungous growth, and the same fungus may produce the two.

Take the case of rust on wheat, a disease in which the leaf becomes brown all over, and dies prematurely. Farmers have observed that where the common barberry grew in the hedges there was likely to be rust in the wheat. Botanists on being questioned asserted there was no connection. The fungus which grew on the barberry and that which was produced on the wheat they said belonged to totally different species, but still the farmers held to their decided conviction. A law was passed in the State of Massachusetts compelling farmers to exterminate all barberry trees in their hedges. Then came the great discovery which is now illustrated in many departments of fungology, that the fungus is one which requires two different hosts; in one it produces one special spore, and in another, another spore. It develops on the barberry, and then being blown off, takes root on the wheat, and spreads over the wheat fields. There is a transmutation of the fungus due to the different environment, and it is thus seen in different stages of development. So in many forms of disease observation will probably simplify our conceptions, and many of the diseases which have been considered separate will be found to be not so much as has been thought.

Syrupus Iodo Tannici.

Dr. Wyatt Wingrave sends the following formula to the *British Medical Journal* for a nontoxic preparation of iodine which he has found to be well tolerated:

Iodine	Gm. 2.5
Tannic acid.....	Gm. 4
Alcohol (90 per cent.).....	Cc. 38
Syrup.....	q. s. to Cc. 75

Dissolve the iodine in the alcohol, add the tannic acid and Cc. 30 of the syrup, heat to just below boiling point until the solution affords no evidence of free iodine with the starch reaction (about twenty minutes). Cool and add the remainder of the syrup with flavoring. Each drachm contains 2 gr. of iodine. It may be given in doses of $\frac{1}{2}$ dr. to 2 dr. in water or wine before meals, according to age.

Cream of Current Literature

A summary of the leading articles in contemporary pharmaceutical periodicals.

Cannabinol.—Fraenkel (quoted in *Pharmaceutische Post*, May 1, 1904) succeeded in isolating the active principle of cannabis in the form of a pure substance with definite chemical characters. In order to avoid confusion he calls this product cannabiniol, and terms the substances found by other authors "pseudo-cannabinol." Pure cannabiniol has the formula of $C_{21}H_{30}O_2$, is slightly yellow in color, and thick in consistence. On heating it becomes more fluid and distills at 215 degrees C. It is easily oxidized in the air, changing to a brown color. It is readily soluble in alcohol, ether, chloroform, toluol, acetic acid and petroleum ether, but solutions become oxidized and turn brown, and shortly after lose their color. Cannabiniol is probably a monohydroxylated phenol, inasmuch as it gives the Millon reaction, and forms compounds with acetyl. Further investigations by the same author show that it is a phenolaldehyde, with a formula of $C_{20}H_{28}OH.CO$, which accounts for its easily oxidizable character.

A Reaction for the Detection of Mercuric Chloride.—Moulin (*Repertoire de Pharmacie*, June 10, 1904) describes the following method for testing a solution for the presence of corrosive sublimate. A solution of diphenyl carbazide is prepared by taking 2 grammes of this substance and dissolving in 10 cubic centimeters of acetic acid, together with enough alcohol to make 200 cubic centimeters. A few drops of this reagent are added to the solution to be examined, and the mixture is shaken. No change of color is observed. A small amount of a 10 per cent. solution of sodium acetate is added, and a blue color is obtained. Instead of sodium acetate, sodium carbonate may be used, but one must be careful to add the latter in solution drop by drop, for if the point of neutralization is overstepped a red color is developed, which interferes with the blue reaction. It is said that one part of corrosive sublimate in one million can be detected with this reaction.

Stovaine, a New Local Anaesthetic.—Fournéau, in a recent communication to the Academy of Sciences of Paris, March 21, 1904, described a new local anæsthetic which has not yet been tested to any great extent. This new product is known under the name of stovaine, and is the hydrochlorate of amyleine, alpha and beta, which belongs to the group of amine-alcohols. According to Lapersonne, this new drug is destined to render good service in diseases of the eye. The 1 per cent. solutions of stovaine are less toxic than the solutions of cocaine of the same strength. Rapid and thorough anæsthesia is obtained by the instillation of a few drops of the solution of stovaine into the eye, or by the injection of the same amount into the conjunctiva. Stovaine may also be used with cocaine, the combination contracting the vessel at the same time that it removes the sensation of pain. Chaput recently performed a number of major operations under local anæsthesia with stovaine either alone, or in combination with cocaine.

Thermo-oleometer, an Instrument for Testing Oils.—Tortelli (*Bollettino Chimico Farmaceutico*, 1904, page 193) describes an instrument which is intended to measure the thermic index of oils with sulphuric acid, according to Maumène. It consists of a glass receptacle with double walls, and a thermometer of special shape adapted for stirring. Twenty cubic centimeters of oil are measured into the receptacle. The temperature of the oil is measured, and 5 cubic centimeters of sulphuric acid of the same temperature are added; the mixture is then stirred for 30 seconds. The acid must have a specific gravity of 1.8413. In order to test this, a mixture of 20 cubic centimeters of water and 5 cubic centimeters of the acid is made, and the elevation of temperature noted. If the acid is of full strength the temperature should rise 50.3 degrees C., with an allowable variation of 0.3 degree. Every oil has its own thermic index, which varies to the extent of a fraction of a degree for different varieties of the same oil. The index of olive oil is very different from those of the oils which serve to adulterate

it. By multiplying the thermic index of olive oil by 1.85, the iodine index is obtained. Examples of the thermic indices of the principal oils are: Olive oil, 44 degrees; cotton seed oil, 78 degrees; sesame oil, 71.3, etc.

A New Method of Making Tablets.—White and Rodwell (*Schweizerische Wochenschrift für Chemie und Pharmacie*, 1903, page 411) suggest the employment of a new method or excipient for the preparation of tablets, which they claim combines all the advantages of elegance in appearance and solubility. This excipient consists of an emulsion of cacao butter, containing the following ingredients: Cacao butter, 25 grammes; powdered soap, 5 grammes; tragacanth, 0.5 gramme; benzoic acid, 0.25 gramme, and water enough to make 100 grammes. The soap is dissolved in 25 parts of hot water, the melted cacao butter is added and an emulsion is effected by stirring, whereupon the other substances and the rest of the water are added. Enough of the emulsion thus obtained is added to the powder which is to be incorporated in the tablets to form a mass of appropriate consistency, which should not be too dry and yet should pass through a sieve. The mass is then dried for a few hours or over night in the air, and is finally molded into tablets. In some cases the mixture can be molded at once. The authors also recommend a mixture of 1 gramme of cacao butter, 6 grammes of ether and 6 grammes of alcohol as an excipient for a variety of powders. The cacao butter is dissolved in the ether, and the alcohol is added. The preparation is used in the same way as the emulsion. In commenting upon this article, the editor of *Pharmaceutische Centralhalle* observes that soap is not a desirable ingredient in tablets, and that therefore the solution with ether and alcohol seems more advantageous.

Incompatibility of Petrolatum and Balsam of Peru.—Mindes has experimented with balsam of Peru as regards its behavior with various fats (*Pharmaceutische Zeitung*, 1904, page 177), and has found that a concentrated clear ethereal solution of balsam of Peru gives a cloudy mixture with an ethereal solution of yellow petrolatum. After a time a precipitate is formed. On the other hand, a mixture of the solution of balsam of Peru with a paraffin ointment which contains white petrolatum, anhydrous lanolin, lard or naphthalin, grows cloudy, but never gives a precipitate. Ethereal and alcoholic solutions of boric acid, iodoform, salicylic acid, aristol, pyrogalllic acid, zinc oxide and castor oil remain clear on the addition of similar solutions of balsam of Peru, but on the addition of petrolatum or of solutions of it the mixtures again became cloudy. This incompatibility between petrolatum and balsam of Peru is also shared by petroleum; for alcoholic or ethereal solutions of petroleum precipitate the resin from balsam of Peru. Mindes gives the following hints as regards the method of preparing ointments with balsam of Peru: These ointments are always to be prepared by the cold process. If equal parts of boric acid and balsam are mixed, a soft somewhat granular mass is obtained, which is not tenacious and does not adhere to the pestle or the mortar. The granular consistence of the mass depends upon the degree of fineness of the powder, as powdered boric acid is often coarse. If this mixture is rubbed with yellow petrolatum a gritty ointment is obtained, the uneven consistency of which is increased on the further addition of petrolatum. If lanolin or lard is used, instead of petrolatum, a smooth ointment is obtained, which is still more beautiful when the boric acid or any other powder (excepting aristol, etc.) is mixed with the melted fat instead of with oil.

The Composition of Mastic.—Tschirch and Reutter (*Archiv der Pharmazie*, March 5, 1904) publish an elaborate study of the chemical composition of mastic resin—a subject which has not as yet been worked out completely. Treatises on the resins and gums, including the most modern monographs, for the most part cite the well-known formulas of Johnston,

which specify an alpha-resin, a mastic acid, the formula of which is given as $C_{10}H_{10}O_6$, and a beta-resin, masticin. $C_{10}H_{10}O_6$, the former representing the portion of mastic soluble in alcohol; the latter, the portion insoluble in this solvent. The mastic resin studied by the authors was the best mastic of commerce from Chios. It proved to be insoluble in water; partly soluble in turpentine, carbon disulphide, methyl and ethyl alcohol; almost completely soluble in petroleum-ether, acetone and amyl-alcohol, and completely soluble in chloroform, ether, xylol, benzol, toluol and chloral hydrate solution (80 per cent.). The following was found to be the chemical composition. The resin contained: (1) Two acids which were soluble in a 1 per cent. ammonium carbonate solution—namely, alpha- and beta-masticinic acids, isomeres, with the formula of $C_{10}H_{10}O_6$. (2) Another acid of the same formula, masticolic acid, precipitated by lead and soluble in 1 per cent. soda solution. (3) A group of two acids, alpha- and beta-masticonic acids, with the formula of $C_{10}H_{10}O_6$, the former of which was and the latter of which was not precipitated by lead from soda solutions. (4) A group of resenes, alpha- and beta-mastico-resenes, the latter of which is masticin, and is insoluble in alcohol. In addition, there were an ethereal oil and a bitter substance, impurities, etc. The acids were monobasic.

Rapid Detection of Arsenic in Hydrochloric and Sulphuric Acids.—Brasseur (*Bulletin de la Société Chimique du Nord de la France*, 1904, No. 2) describes a method of detecting arsenic which is especially applicable in testing commercial hydrochloric and sulphuric acids. Seybell and Wihander suggested the employment of potassium iodide for the precipitation of arsenic in the form of insoluble arsenic tri-iodide. The difficulty with this test is that the presence of chlorine, ferric chloride and of compounds of selenium interferes with the reaction. In order to obviate this difficulty, Brasseur suggests the addition of a few drops of a solution of tin chloride to the acid. Chloride of tin forms with arsenic an arseniate of tin. The following method is used for detecting arsenic in hydrochloric acid: Fifty cubic centimeters of the acid are introduced into a vessel with a flat bottom. Five cubic centimeters of an aqueous solution of potassium iodide (30 per cent.) are added drop by drop, shaking constantly. A precipitate of arsenic tri-iodide is formed. After allowing to stand for a minute, the liquid is decanted and the precipitate is placed in a funnel containing some cotton, and the vessel is washed with 4 or 5 cubic centimeters of pure hydrochloric acid containing 10 per cent. of the potassium iodide solution. The same acid is used for washing the precipitate on the filter. After this washing the funnel is placed in a conical glass containing about 300 cubic centimeters, and the precipitate is dissolved in water. The tri-iodide is decomposed into oxide and hydriodic acid. The liquid is neutralized with an excess of sodium bicarbonate, and the arsenic is titrated by means of a decinormal solution of iodine containing 12.7 grammes of iodine per liter. In testing sulphuric acid for arsenic, 25 cubic centimeters of the former are taken; and an equal amount of hydrochloric acid is added in order to prevent the precipitate which tin forms with potassium iodide. A solution of potassium iodide is next added, and the other steps are the same as in testing hydrochloric acid.

Tincture of Mimosa; a New Indicator.—Robin, in a recent communication to the Academy of Sciences of Paris (April 25, 1904), described an extract of the yellow flowers of mimosa, which may be employed as an indicator in alkalimetry or acidimetry. Ten grammes of the flowers were infused with 200 cubic centimeters of distilled water, and, after cooling, 50 cubic centimeters of absolutely neutral alcohol of 95 per cent. strength were added. The preparation was filtered, and was kept in dark colored bottles. If a drop of this tincture be added to 10 cubic centimeters of distilled water, the latter will not show any change in color. If a single drop of decinormal solution of potassium hydrate be added to this solution, an intense golden color is produced, which disappears upon the addition of a drop of decinormal solution of sulphuric, hydrochloric or oxalic acid. This indicator behaves like phenol-

phthalein. If an alkali carbonate be titrated in the cold, one half the amount of acid necessary for the absolute decomposition of the carbonate suffices to decolorize the liquid. The tincture of mimosa may be used for titrating with ammonia, and may also serve for detecting the presence of boric acid. When very small amounts of boric acid are looked for, it is better to employ a paper moistened with this tincture, but this paper must be very slightly tinted, in order to obtain extremely sensitive reactions. In order to detect boric acid in a mixture of salts, Robin uses the following method: The salts are dissolved in water and sodium carbonate is added until an alkaline reaction is obtained. The mixture is boiled and filtered. A few drops of the filtrate are placed in a capsule with one drop of the tincture of mimosa; enough hydrochloric acid is added to cause the disappearance of the yellow tint, and the liquid is evaporated to dryness on a water bath. If the mixture of salts contains boric acid, the residue assumes a yellow color, and on the addition of a few drops of a 10 per cent. solution of sodium carbonate the yellow color changes to red. If there is no boric acid present, the residue assumes a grayish tint which turns yellow upon the addition of sodium carbonate. When very small amounts of boric acid are present, Robin advises the concentration of the filtered and acidified liquid. Into this a strip of mimosa paper is dipped and then dried completely on the water bath. The paper is colored yellow if boric acid is present, and on the addition of sodium carbonate it changes to a brick red. If no boric acid is present the paper turns gray, and on the addition of sodium carbonate it turns yellow. The method of Robin is especially interesting in its application to the detection of boric acid in wines, ciders and other liquors. For this purpose 10 cubic centimeters of the liquid are taken; enough sodium carbonate is added to neutralize; the mixture is evaporated and calcined. It is redissolved in distilled water, which is decanted into a small filter. The liquid is then acidified with hydrochloric acid, and a strip of mimosa paper is dipped into it. The test is then conducted, as has been described above. In this way three milligrammes of borax were detected in one liter of wine. In order to find boric acid in milk, a sample of 15 or 20 cubic centimeters is taken and coagulated with acetic acid, filtered, neutralized with sodium carbonate, using tincture of mimosa as an indicator. The liquid is then boiled, filtered once more, and the filtrate is evaporated and calcined, whereupon the same process is used as described above for detecting boric acid.

Foreigners Studying at German Universities.

Richard Guenther, United States Consul-General at Frankfurt, Germany, writes that for the present winter course the total number of immatriculated students at the German universities is 37,854, of which 3,098 are foreigners, the largest number ever recorded. The number of foreign students is equivalent to 8.2 per cent. of the total number. Of these foreigners 739 are studying philosophy, philology or history, 722 medicine, 651 mathematics or natural sciences, 366 law, 231 political economy or forestry, 178 agriculture, 135 Evangelical theology, 32 Catholic theology, 26 dentistry and 13 pharmacy. Two thousand six hundred and twenty of them come from European and 473 from non-European countries. Among the former are 986 from Russia, 588 from Austria-Hungary, 318 from Switzerland, 162 from England, 73 from Bulgaria, 69 from Roumania, 64 from France, 59 from Greece, 55 from Servia, 49 from Holland, 41 from Turkey, 43 from Italy, 33 from Luxemburg, 33 from Sweden and Norway, 14 from Belgium, 13 from Spain, 12 from Denmark, 4 from Portugal, 2 from Montenegro and 1 from the principality of Lichtenstein.

Of the other foreign students, 319 are from America, 133 from Asia, 19 from Africa and 2 from Australia. The Americans are mainly from the United States, and the Asiatics, for the largest part, from Japan.

These figures, however, include only the lawfully immatriculated students; to them must be added those who are enrolled as "hospitants," but whose number is not given.

Queries and Answers

We shall be glad, in this department, to respond to calls for information on all pharmaceutical matters.

A Liniment Troublesome to Compound.—J. L. W. writes: "Inclosed is the formula of a liniment, which is, when properly compounded, a thick, white, nonseparable mixture. In making it we warm the soap in a small quantity of water, mix the oils and menthol and add the solution of soap to the mixture in small quantities at a time, shaking thoroughly. The ammonium chloride is then added, and the mixture curdles and separates on standing. Could you suggest a method of manipulating the ingredients so as to avoid this separation?"

The formula:

Castile soap.....	av. oz. 3½
Ammonia water.....	fl. oz. 4
Ammonium chloride.....	oz. 3
Camphor gum.....	oz. 8
Menthol.....	oz. 1
Oil of turpentine.....	fl. oz. 8
Oil of rosemary,	
Oil of peppermint,	
Oil of sassafras,	
Oil of eucalyptus, of each.....	drachms 2
Water, enough to make.....	gal. 1

Our correspondent's explanation of how he compounded this liniment is unfinished and vague in some particulars. He does not mention what he did with the camphor or oil of turpentine, and leaves a good deal to be taken for granted. The mixture is an unusual one. The addition of a salt like ammonium chloride to solutions of gum resins always increases the tendency to separation. We should advise incorporating the two camphors and the oils with the turpentine by rubbing them up in a mortar until solution is effected. To this add the ammonia water, which must be of full strength. The soap in shavings should be mixed with about 1 pint of water in an agate dish on a water bath; when the soap is dissolved, add it to the mixture of camphor and oils and mix briskly by trituration. The ammonium chloride should then be dissolved in the remainder of the water, and this added in a thin stream and with constant stirring to the mixture already prepared.

We regret it has not been found practicable for us to prepare a specimen of the liniment made in this way, and we must confess to some doubt as to the result, for the ammonium chloride is a disturbing element, and would be likely in all circumstances to curdle a mixture such as the one described. If any of our readers have the leisure and the inclination to experiment with this formula and would do so and report results, we should feel grateful.

To Develop the Odor of Musk.—I. C. V. asks us for a process for developing the odor of musk for perfumery.

In the absence of a definite statement regarding the nature of the mixture to which the musk is to be added, a general answer only can be given. Alkalies have the property of developing the odor of musk, and potassium carbonate and ammonia water have both been used for this purpose. Presuming that a formula for essence of musk is wanted in which the odor of musk will be strongly developed, the following is recommended:

Finest grain musk.....	gr. xl
Potassium carbonate.....	gr. v
Boiling water.....	3l
Alcohol.....	3ix

Mix the first three in a mortar, stir occasionally until cold, pour into a bottle, and add the alcohol. Macerate ten days, or until required, and filter.

Ammonia may be used instead of the potassium carbonate, as in the following formula:

Grain musk.....	3l
Ammonia water.....	Mx
Water.....	3l
Alcohol to.....	3xx

Macerate for a fortnight and filter.

Where the object of the musk is to fix and bring out other odors, the use of compound tincture of ambergris is to be recommended. This is made as follows:

Ambergris.....	3l
Musk.....	3ss
Oil of cinnamon.....	M xvij
Oil of rhodium.....	M xij
Potassium carbonate.....	3lss
Alcohol.....	3vii
Spirit of rose.....	3iv

Macerate for 14 days in a moderately warm place and filter.

The Purification of Fats for Use in Cosmetics.—I. C. V. inquires as to the best process for the purification of fats and greases which are used in the manufacture of pomades for the hair.

Various processes are employed for the purification of fats. Askinson, in "Perfumes and Their Preparation," mentions several. Animal fat, such as lard, suet, bear's grease, etc., as well as cocoa nut and palm oils, are introduced into a large iron boiler containing dilute soda lye (not exceeding 1 per cent. of caustic soda). In the boiler is a small pump terminating above in a curved tube, having a rose of a watering pot at the end. The pump is so arranged as to raise lye and melted fat at the same time, and to return the fluid into the boiler in a fine spray. After the fat is melted, the solid matters floating on top are skimmed off with a perforated spoon, then the pump is operated for about 15 minutes. The contained shreds of membrane and similar substances are completely dissolved by the soda lye, the free fatty acids are perfectly combined and the fat is at the same time decolorized. After cooling it floats on the surface of the lye as a colorless, odorless fluid; it is ladled off and poured into tall tapering vessels which are well closed and preserved in cool cellars. Contact with the air, especially of higher temperatures, causes rancidity of the fat. For every 20 pounds of fat 20 quarts of lye are used.

According to another process, the fat is purified by being heated with alum and table salt; for every 25 pounds of fat, 1 ounce of alum and 2 ounces of salt are dissolved in 5 gallons of water. The scum is carefully skimmed from the surface of the melted fat, and, after it has solidified, the fat is washed with water until the latter escapes perfectly tasteless and odorless.

Face Cream and Tan Remover.—A. M. E. writes: "I need the formula for a really meritorious face cream, not a cold cream, but a freckle and tan remover. Would you kindly print one in your next issue?"

Cream preparations are not successes as freckle and tan removers. Better results are obtained with the use of lotions containing hydrogen dioxide and diluted nitrohydrochloric acid. A cream of rather soft jelly-like consistency, which is unobjectionable so far as greasiness or stickiness are concerned, is furnished by the following formula, which, however, requires the exercise of some skill in manipulation:

Tragacanth, in powder.....	gr. 540
Alcohol (90 per cent.).....	fl. oz. 5
Glycerin.....	fl. oz. 8
Almond oil.....	fl. oz. 2
Oil of bergamot.....	fl. dr. 1
Oil of geranium.....	fl. dr. 1
Oil of orange flower.....	M. 30
Tincture of benzoin.....	fl. oz. 1
Distilled water.....	fl. oz. 48

Obviously the best method of compounding these ingredients would be to dissolve the oils in the alcohol and add this to the tragacanth contained in a mortar. The whole should be intimately mixed and the mixture of glycerin and water with which the tincture of benzoin has been incorporated added all at once to the tragacanth mixture contained in the mortar, and the whole stirred until a homogeneous cream results. Possibly some modification of these directions may be necessary, and, if so, such can be readily left to the skill of the compounder.

One of the best but most tedious preparations to make is cucumber cold cream. The formula as given by Askinson in "Perfumes and Their Preparation," is as follows:

Expressed oil of almond.....lbs. 2
 Wax (white).....oz. 2¼
 Spermaceti.....oz. 2¼
 Extract of cucumber.....oz. 5½
 Cucumber juicelbs. 2

The cucumber juice is carefully heated to 60 or 65 degrees C. (140 to 149 degrees F.), rapidly filtered from the curds, and at once added to the rest of the mass, which has been previously melted.

Extract of cucumber is made, as follows:

Cucumbers.....lb. 1
 Alcohol.....fl. oz. 20

The cucumbers are peeled, cut into thin slices and macerated in the warm alcohol. If the odor is not strong enough in the alcohol after some days it is poured over some more fresh slices, the macerated residue is expressed, and at the end of the operation all the liquids are united and filtered.

Cucumber juice is best made after the following process: Take cucumbers in the green state, wash them thoroughly, then slice them with the skin on into small fragments, place in an earthen or porcelain dish, pour upon them hot water to cover and let simmer for half an hour or more, being careful that the heat is not too high or the water too low so as to scorch. Then strain through a colander or muslin, and add to every pint of the juice four fluid ounces of alcohol. Let stand over night and filter. The juice can also be preserved some length of time without the addition of the alcohol by the addition of 30 grains of salicylic acid dissolved in ½ ounce of alcohol, or 60 grains of boric acid and 60 grains of borax dissolved in 1 pint of the juice, or the addition of 1 drachm of solution of formaldehyde to 1 pint of the juice.

Correspondence.

Allotropic Forms of Iodoform.

To the Editor:

SIR,—In reading over the reports of the recent meeting of the New York State Association I observe that the *AMERICAN DRUGGIST* is the only paper to comment on the interesting discussion aroused by Mr. Remington's paper on "Iodoform." Judging from the expressions upon the faces of the various reporters present at Brighton Beach, and from the absence of any mention of one of the most interesting features of the meeting in their reports, it would appear that the subject was of too abstruse a character for the reportorial staffs of our pharmaceutical publications—surely not a creditable commentary upon the enterprise and management of our trade press!

There are several points raised in Mr. Remington's paper and in the subsequent discussion that are worthy of further study, and it is to be hoped that Mr. Remington will pursue the subject to a rational conclusion. The author's observations on the varying specific gravities of different samples of iodoform are interesting, and the reasons for this variation are not easily explicable, even on theoretical grounds. As pointed out by Mr. Remington, allotropic modifications of elementary bodies exhibit similar peculiarities, but such are not usually found in compound substances unless the compounds be isomeric, metameric or polymeric. Mr. Kahn's objections to the use of the word "allotropic" in describing these varieties of iodoform do not seem to be well founded, even on purely speculative grounds, for no isomeric form of methane is known, and our present stereo-chemical theories do not permit the existence of any isomeric form. Indeed, assuming the special configuration of the carbon atom to be that of the commonly accepted tetrahedron formation, isomers of methane, and consequently of iodoform, would not be possible. To assume, as Mr. Kahn seemed to do, that the constitutional formula of methane is HCH_3 , and not CH_4 , would require modification of our whole system of organic chemical nomenclature and readjustment of constitutional formulæ—something that the majority of chemists are not by any means ready, or even willing, to adopt. It would be interesting if Mr. Kahn would explain what basis he has for his assumption that methane is constitutionally HCH_3 .

From these few considerations, and in the absence of further experimental data, it would seem that Mr. Remington was justified in calling the varieties of iodoform allotropic forms. It would be interesting to know if these varieties all had the same melting point, and belonged to the same crystallographic class. A determination of the molecular weight, which is very easily performed by Raoult's method, would settle the question whether the denser variety was a polymeric form or not. The question of physiological action can best be left to the surgeon to decide.

PHARMIST.

BROOKLYN, N. Y., July 22, 1904.

To Correct the Correct is Incorrect.

To the Editor:

SIR,—First allow me to congratulate you upon the completeness and general accuracy of the report of the discussion on Mr. Remington's paper on "Iodoform," contained in your July 11 number. In your issue for July 25 Mr. Remington charges your reporter with having made "one or two misstatements of scientific facts," and then goes on to say that he did not confuse the two terms isomerism and allotropism.

My recollection of what took place during the discussion is quite clear, and Mr. Remington certainly did confuse the two terms allotropism and isomerism. He explicitly stated in his paper (which has since appeared in print), and during the subsequent discussion that the difference in properties of the various iodoforms was due to some allotropic modification of the substance. Now, the accepted definitions of allotropism and isomerism show that the first-named term applies *only to modifications of elementary bodies* (see Remsen's "College Chemistry," 1901, p. 120). Youman's "Chemistry," p. 90, says: "Allotropism—closely allied to isomerism—in fact, the same thing—*only limited to elementary bodies*" (italics mine).

As to Mr. Remington's assertion that isomerism "cannot possibly occur with the chemical formula, CHI_3 ," it is, I think, sufficiently well known that chemists now recognize more than one form of isomerism, for in addition to chemical isomerism we have physical isomerism, or stereo-isomerism. Simon, in his "Manual of Chemistry," p. 381, says: "There are three acids which are isomeric with common tartaric acid, differing from it in physical, but not in chemical properties." This is an example of stereo-isomerism, and I have no doubt that your reporter had this in mind when he expressed himself as he did.

On another point in which the accuracy of your reporter is called in question I can say that I and others distinctly heard Mr. Remington say that he did not know of any text book that gave the formula of methane as CH_3H .

He did not ask me whether I knew of any authority, but I took it upon myself to inform him that I knew of such authorities. R. A. Witthaus' "Medical Chemistry" may be consulted on p. 229, where the formula of methane is given as CH_3H , and if additional authorities are needed, see Sir Henry Roscoe's work on Chemistry, p. 268, or Simon's "Manual of Chemistry," p. 315. The last cited authority almost sustains my contention by giving the correct chemical designation of iodoform as diiodomethyl iodide, CHI_3 .

It is good to see a man jealous of his reputation, but I do not think that any little slip made by Mr. Remington in an impromptu discussion of a scientific subject will do him the slightest harm. Justice to the author of the report in the *AMERICAN DRUGGIST* calls for this statement from me.

JOSEPH KHAN, Phar. D.

NEW YORK, July 19, 1904.

Is This the Longest Word?

To the Editor:

SIR,—In reference to your editorial comment on "Many Syllabled Words," yours has only 34 letters. I hereby beg to submit a word with 38 letters,

Ortho-ethoxy-ana-mono-benzoyl-amidoquinolin, which is the correct chemical name for Bayer's Quinalgen or Analgen. Can this be beaten? OTTO RAUBENHEIMER, Ph.G.

BUSINESS BUILDING

By W. A. DAWSON

Under this head will appear suggestions and plans for increasing trade, advertising experiences, information, and notes of interest useful to the pharmacist in the preparation of his advertising matter. Specimens of current advertising will be reproduced, with suggestive analysis and criticism, and queries relative to advertising matters will be answered. To avoid delay address communications to the Department of Business Building, AMERICAN DRUGGIST, 66 West Broadway, N.Y.

Mr. Wallace Mann, of Shawnee, Oklahoma, sends the ad. shown herewith, accompanied by a request for a criticism of its merits or demerits. He states that he "runs this in the daily paper every day, and changes it something like twice a month." We presume that Mr. Mann has some reason, unknown to us, for using so large a space for so small an amount of matter. If not, he is throwing away money for something he can not or does not use profitably.



SAVE YOURSELF

The Time and Trouble
of going from one store to another by coming here first. Be sure we that you will not pass us up but buy our drugs without looking further.

Lots of Drug Stores
in town. That's a fact. All claim excellency of quality etc., and they are truthful, but from what we can observe they fail to take the interest in their customer's welfare that we do. They do not exercise such care in prescription filling. Not so painstaking in selecting their stock; not so alert to the needs of their patrons; not so particular about consistent price making nor so mindful of your comfort and pleasure while buying.

Children
here receive the same treatment as grown people. The weak the same as the strong. Not old worn out ways of store keeping but twentieth century methods by twentieth century clerks. These are some of the reasons why the bells of our cash registers ring all the day long.



Wallace Mann.

Prescription Druggist.

No. 10 W. Main.
Middle of Blk.
Opposite Hub.

Fac-simile of Mr. Mann's Advertisement.

We object to the cut in the upper left corner. Not that we are "agin" cuts, but because we are "agin" MISFIT CUTS. We will wager a year's subscription to the AMERICAN DRUGGIST that the "hole in the wall" pharmacy shown in this cut does not truthfully represent the business premises of Mr. Wallace Mann; that the glimpse of the street vista does not resemble in the slightest degree any street in Shawnee, Oklahoma; that Mr. Mann's customers do not ride up to his door in Brewster coupés; that Mr. Mann does not employ a "barker" or "puller-in" to "persuade" respectably dressed ladies, who alight from Fifth avenue coupés near his store, to come in and buy his drugs, or we cannot stretch our imagination far enough to believe that the man in the picture is a sketchy likeness of Mann, the pharmacist, in the act of personally conducting his own pulling-in.

Nonsense? Of course. But not a whit more nonsensical

than these silly and inane ad. cuts that are bought ready made and used without a thought being given to their appropriateness or aptness of application to the text that they are supposed to illustrate and give point to. A misfit cut is a blemish—a patch where no patch is needed. It makes a good ad. bad and a poor ad. worse. The foolish idea that a picture—any old picture—adds attractiveness to an ad., even though it has nothing to do with the text, is almost incomprehensible. It seems to be the greatest weakness of the average advertiser, this fetish-like belief in the pulling power of a picture, just because it is a picture.

Let Mr. Mann ask his printer to set his ad. after the following style, and we will wager that it will be the swellest looking ad. in the Shawnee Sun:

WALLACE MANN

Prescription Druggist

Save Yourself The Trouble

of going from one store to another; come right here. We are sure that you won't find any better place to buy your drugs if you look further.

LOTS OF DRUG STORES

in town, sure enough; all claim excellence in some respect, and truthfully so. BUT, from what we observe, They Fail To Take The Interest In Their Customers' Welfare That We Do. They do not exercise such care in prescription work. Not so painstaking in selecting their stock; nor so alert to the needs of their patrons. Not so particular about consistent pricing, nor so mindful of your comfort and pleasure while buying.

CHILDREN

receive here the same treatment as grown-ups; the weak the same as the strong. No old, worn-out ways of storekeeping, but modern business system and up-to-date assistants.

Now you know why our Cash Register bells are always a-jingling.

10 West Main Street

MIDDLE OF THE BLOCK
OPPOSITE THE HUB

Suggested as an Improvement on Mr. Mann's.

Criticism and Comment.

A TRADE-WINNING FOLDER.

From Cole & Matthews, of Corning, N. Y., comes a neat little folder of 12 pages, 6 x 3¼ inches, in size. The stock is a white, antique finish paper, and is printed with an ordinary quality of black ink. One kind of type is used throughout—"Bartlett"—an old style Roman letter of light face. The display composition of this folder is good. A little overdone in spots, perhaps. It is easily seen that the compositor "just slung himself" on this job, and, with 10 out of the 12 pages he has made a really excellent display. Pages 1, 6, 10 or 11 would be good display styles for newspaper ads.

Olive Oil
Direct From Italy.

It's the genuine LUCCA OIL—the finest produced, absolutely pure, exceptionally rich and delicious. Order it for the salads when you entertain at dinner. FULL QUARTS..... 90c.

The W.S. Thompson
Pharmacy, 703 15th St.
Frank C. Henry, Prop.

Feb 29d

A good idea—and one that might be applied to other articles as well as olive oil. But we find in this ad. a fault that is found in too many ads., to wit—carelessness of statement, from which one is forced to infer either that the oil advertised is *not the finest produced*, or it is sold at a loss. If the advertiser really thinks it the finest, he knows little about olive oil. If actually the finest, then he is short on business ability.

Another Good One from Knapp & Sons.

A CRUCIAL TEST.

*Infusion of Digitalis As It
Should Always Be Dispensed*

Compliments of
KNAPP'S DRUG STORE
362 & 364 Hudson Street
Corner of King Street, New York
Established 1839.

New York, July 15, 1904.

Dear Doctor—

We dispense a great many prescriptions for Infusion of Digitalis; the need for which, when its use is indicated, requires the dispensing of a perfect product, freshly prepared in every instance.

The question of skill hardly enters into the making of this product; but to make it from the physician's standpoint of *efficiency*, the best leaves must be used, and the Pharmacopœia requirement of time—for the infusing process—must be strictly observed.

An unfortunate degree of doubt exists as to the observance of these demands in the making of this preparation as ordinarily dispensed, which has tended, in some degree, to discourage the use of Digitalis in its most eligible form.

The dispensing of Infusion of Digitalis of *full efficiency* may, therefore, be considered a crucial test of the fidelity of a prescription service; and we would be pleased to receive your commands for this product on any occasions when you may feel specially anxious in noting results.

Yours very truly,

P. B. KNAPP & SONS.

Telephone No. 4914 Spring.

Advertising Phrases.

Our business has grown great because we sell good goods at fair prices. We have never sacrificed quality to lower selling price or increase profit.

It is not possible to make or buy better drugs than we use in prescriptions.

We are constantly on the watch for new and better goods and methods.

It is the care used in selecting our goods that causes physicians to speak of us as "perfectly reliable."

If you are one of those who think "Drugs are drugs, this quality talk is all rot," come in and let us show you the "difference."

We do not stock everything, but we have everything needed in the majority of cases, and can quickly procure anything new or unusual in our line.

A SPECIMEN OF EAST INDIAN ADVERTISING.

From far off India comes the following circular—done in very conservative style for baboo English, and denoting great self repression on the ad. writer's part, in his endeavors to avoid "the present fashion of pompous advertising." We reproduce it *verbatim et literatim*:

The Calcutta Medical and Surgical Stores

198 CORNWALLIS STREET.

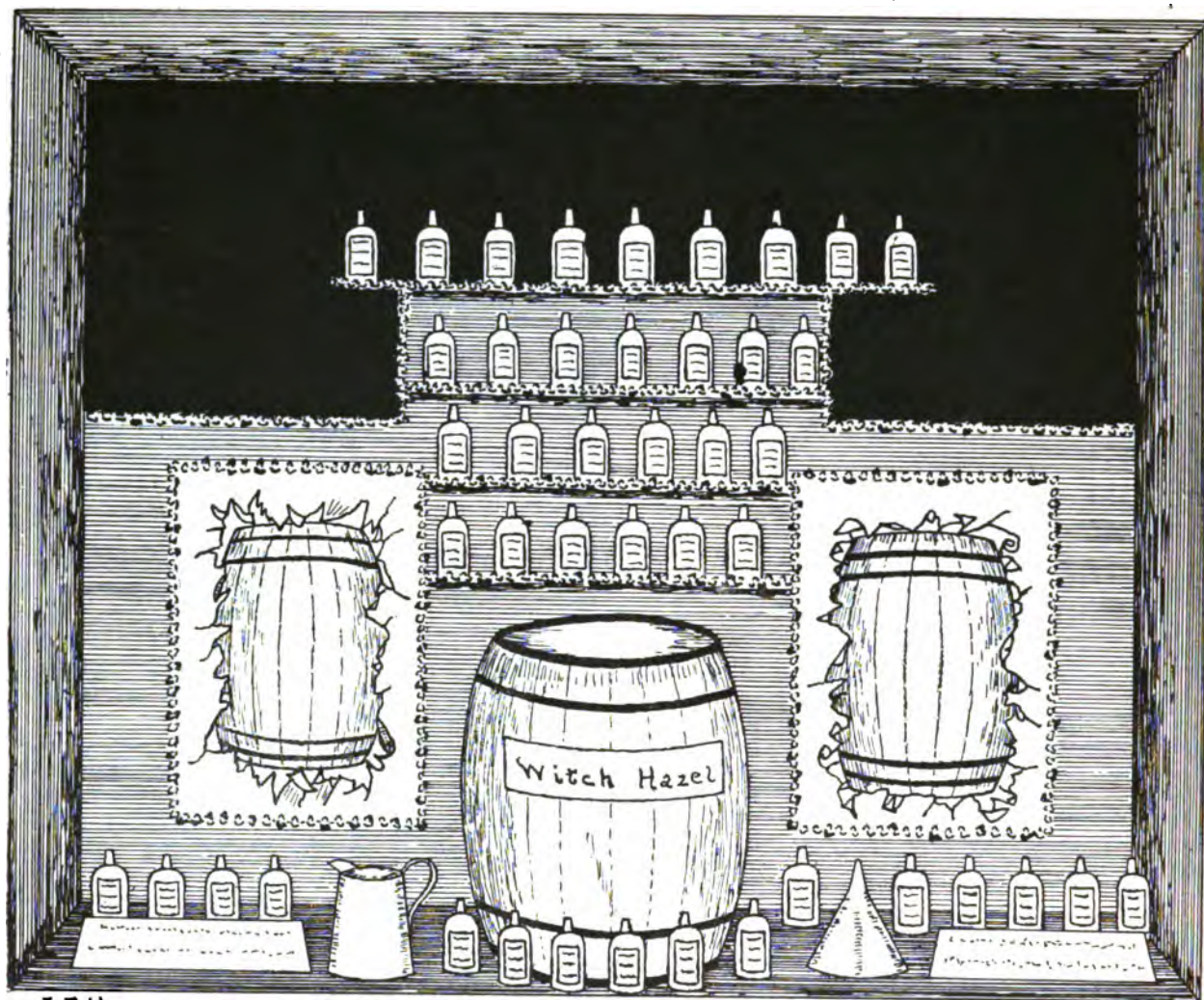
(Opposite Oxford Mission)

With a pressing conviction, fortified by personal experience, of the serious consequences entailed by the distance of respectable pharmacies from the neighbourhood, the Directors of the above firm have decided in the interests of the locality and of the public at large, to open a model dispensary conducted on the lines of the latest improvements in the pharmaceutical arts. The firms of European chemists are neither within easy reach nor within the means of the majority of the native population, inhabiting this part of the town, while it must be admitted, though not without a sense of shame, that the proprietors of some of the native dispensaries are not always deterred by considerations of a moral and scientific character from palming off unreliable drugs. It is a fact well known to every practitioner of standing and repute that more often than not some indispensable and rare ingredients are omitted in the dispensing of the prescribed medicine with the result that remedy which otherwise would have been potent enough, fails of its effects and startles the physician. It is particularly with a view to avoiding these and such like misadventures that the present dispensary has been started.

The Directors have no desire to imitate the present fashion of pompous advertising but the desire to assure their constituents and the public that all the departments of this pharmacy are in charge of well-qualified experts each in his particular line, and that both in the promptitude of execution and the accuracy of dispensing it will not fall short of the best established European firms in the city. In questions of life and death, it is presumed that superior efficacy will be better prized than mere cheapness; and from that point of view it is confidently hoped that the public, desirous of securing the genuine article and of avoiding spurious German imitations, will find it profitable to extend their kind patronage to the present institution. The arrangement will have no room for reasonable complaint, but should any accidentally arise, it will be promptly attended to and as speedily removed.

Allopathic medicines, patent medicines, surgical instruments and appliances, oilman stores, perfumeries, &c., &c., all imported from the leading firms of Europe and America and Indian perfumeries and patent medicines can be had here at the cheapest possible rate for which the Directors guarantee favourable comparison with other houses.

D. C. Ghosh & Sons.



J.F.H.

Window Display of Witchhazel.

In the accompanying illustration a catchy display of witch-hazel is suggested. The shaded background is of one piece, the bottled witchhazel being supported on narrow shelves nailed to it. An opening is left in the background on either side about the size of a 10-gallon keg; over the face of the opening a square piece of white paper is pasted; a ragged aperture is broken in each of these through which a keg may

be seen pressed against the broken sides of the opening. These kegs are stood on boxes to the rear of the background. A strip of cheesecloth in a contrasting color is puffed around the margin of the white paper, along the edges of the shelves and over the top of the background, tacks holding the cloth in position. Placards are supported on the window stage suggesting some of the uses for witchhazel.

Show-Windows That Pay.

In stores where the minutest detail of expense is accounted for, in order to know at all times those departments or lines of goods that are paying or not, each department or line is charged with its proportion of the actual cost of having and maintaining floor, shelf and window space occupied regularly or used off and on during the year.

If a display window is figured to actually cost a store so much a day, do you suppose it is left bare of trim a single hour, or that it is filled with out of season goods, or with goods for which there is no demand at that certain time, or with goods that will not create sales enough to pay a profit on that certain line over and above the cost of maintaining that window?

Your window space is advertising space.

It is just as much an item of expense as any "printer's ink" bill you ever contracted for.

It is claimed, however, that advertising is an investment, not an expense. But all advertising, whether it be newspaper, store paper, hand bill, sign, window or any other form of direct publicity, never becomes an investment until it brings returns sufficient to pay for its cost and bear a profit.

Will they bear you a profit if you leave them bare of goods?

Will they bear you a profit if you fill them with goods that you've been talking since last season and which people will not deign to glance at now even if cut below cost?

Will they bear you a profit if you fill them with cut price staples of which the more you sell the more you lose and which never draw trade to other lines?

All people are fickle—they demand a change ever so often. Goods they clamor for to-day are passed unnoticed to-morrow.

The merchant who brings fancy goods sales above the point where they begin to pay a profit is the man who watches closely for the first signs of a calm, for signs that show him people are getting tired of the goods he has been talking for weeks and weeks.

A bill in the bank is worth two in the ledger.

To-morrow is a great day for doing things, but somehow or other the things are never done.

Credit is too often the will-o'-the-wisp that lures men on to failure.

Every time you break a promise you break a link in your chain of honesty.

Cash buys in the lowest markets of the world. Credit in the highest.

ANOTHER "DRUGGIST'S ERROR" LIE NAILED.

Doctor Charged Error in Compounding, but Coroner's Inquest Absolves Druggist.

One Thursday afternoon not long ago J. T. Ogle, manager of the branch of the Knickerbocker Drug Company, at Spring street and West Broadway, received a prescription written by a Dr. Cereseto, of 99 Macdougall street. The prescription called for pepsol, and was prescribed for Frederico Dellojocano, an infant about a month old, whose parents live at 79 Sullivan street. Mr. Ogle did not have pepsol in stock, so he sent his boy with the prescription to have it filled at the Hoenig pharmacy on Carmine street, whose name was on the bottom of the prescription. The prescription was filled and delivered on the same day—Thursday. The child died on the following day. It was alleged that a mistake had been made in putting up the prescription, the claim being made that each powder contained a larger quantity of pepsol than called for in the prescription. The matter was put in the hands of the Coroner, and as usual most of the daily papers had stories about "Druggists' error may have killed a child," etc. A representative of the AMERICAN DRUGGIST called on both Mr. Ogle and Mr. Hoenig, and got their versions of the affair. Mr. Hoenig's statement differs materially from that of the Knickerbocker drug store manager. Mr. Ogle gave in substance the following account of the affair:

"On Thursday a party brought a prescription here, together with two other prescriptions, from Dr. Cereseto. I was suspicious of the prescription, which called for pepsol. It read: '1 mo. old. Pepsol (!! 0.03 !!) dent tal. dos. viii. As directed.' I didn't have pepsol in stock. Furthermore, the prescription was written in a very peculiar way, and I thought that the marks in the parenthesis might be some private mark for the druggist Hoenig, whose name was printed on the bottom of the prescription. So, all things considered, I thought it best to send my boy with the prescription to Hoenig's and let him fill it. I told him (Hoenig) to charge the full retail price, which he did. The boy brought the prescription back. I didn't examine it, but took Hoenig's label, preserved it and replaced it with one of my own and delivered the prescription.

"Later this Dr. Cereseto came in and said I had made a bad mistake; that I had substituted; that instead of pepsol I had put up flour or something that was inert, and that the medicine therefore had not had the effect it should have had. I told him Hoenig put up the prescription. The doctor said that made no difference, that I was responsible because the prescription bore my label. He then said that it was a pretty serious matter, and I ought to do something to get myself out of the hole, or words to that effect. Then he started in to talk in German, and requested that the conversation be carried on in German. I told him there was no necessity for that; I preferred to speak in English, and I continued to do so. He insisted in talking German, and continued to use that language, telling me that I had better do something to straighten the matter out and save myself a lot of trouble. When I showed no inclination to 'do something' he became very much worked up; he declared he would put the matter in the hands of the police, the Board of Health, the Board of Pharmacy, that my store would be closed up, and I would be put out of business, etc. I finally ordered the man from the store, and sent for an officer to expedite matters. The doctor left the store after giving several parting flings that I was a base substitutor, etc. Later I was visited by a detective connected with the Police Department, and I learned that the matter had been turned over to the Coroner. I told all the circumstances to the detective. He saw Hoenig, I understand, and the latter admitted having put up the prescription. I have heard nothing more from the affair since, but I am quite convinced the child died from natural causes and not from any fault with the prescription or from an overdose of pepsol."

When asked about the matter, Mr. Hoenig declared that the affair was all settled. He said that the Coroner's inquest had been held, and the verdict was that the child had died from pneumonia and not from any mistake in the prescription. He

also declared to the AMERICAN DRUGGIST man that he did not compound the prescription, but had sold the pepsol to the Knickerbocker drug store people at wholesale.

\$300,000 DAMAGES ASKED BY CUT RATE DRUGGIST.

Loder Brings Suit—Philadelphia Association as Defendants—Sherman Antitrust Law Invoked—Views of Philadelphia Dealers.

(From our Regular Correspondent.)

Philadelphia, August 2.—C. G. A. Loder, the most aggressive cutter of retail prices of drugs in this city, has cast a bomb into the ranks of the Philadelphia Association of Retail Druggists and the wholesale dealers and jobbers. On July 27 Mr. Loder took the first step in the attack upon the wholesale and retail druggists' association of this city. He brought suit to recover \$300,000 damages, which was entered in the United States Court. Those sued are as follows:

Dr. D. Jayne & Son J. W. Camplon & Co., the Proprietary Association of America, Aschenbach & Miller, Shoemaker & Busch, Robert Shoemaker & Co., Smith, Kline & French Company, John Wyeth & Brother, Valentine H. Smith & Co., Henry K. Wampole & Co., Hance Brothers & White, H. K. Mulford Company, W. B. Warner & Co., the National Wholesale Druggists' Association, the Philadelphia Association of Retail Druggists, Thomas H. Potts, William L. Cliffe, William E. Lee, David J. Reese, George W. Fehr, Carl W. Shull, Nathan Cozens, Augustus T. Pollard, Henry C. Blair, William H. Gano, Alexander H. Frankeberger, Charles Leedom, Richard H. Lackey, Henry A. Nolte, Walter A. Rumsey, James C. Perry, E. C. Bottume, Warren H. Poley, Henry A. Borrell and Charles A. Eckels.

Mr. Loder bases his claim on unjust discrimination and the refusal of the defendants to sell him goods. Since the Philadelphia Association of Retail Druggists has been in existence there has been a community of interest formed by which there has been an advance in the prices of many proprietary articles. This retail association has become a power in the drug trade of this city, and woe is it to the wholesaler who continues to sell goods to druggists who will not abide by the price-list of the retail association.

SUIT UNDER THE SHERMAN ANTITRUST LAW.

The suit was brought under the seventh section of the act of Congress of July 2, 1890, known as the Sherman Antitrust act. The defendants are accused of having combined and conspired among themselves, and with other wholesale jobbers and retailers throughout the United States, to restrain trade or commerce by enhancing prices, stifling competition and driving out of business any druggist refusing to be bound by prices fixed by the association.

DAMAGES PUT AT THREE HUNDRED THOUSAND DOLLARS.

Mr. Loder complains that the shutting off of his supplies is a violation of the Sherman act. He makes a claim for \$100,000 damages, and as the act provides that in event of recovery the damages shall be threefold, if his suit is successful, he will obtain \$300,000.

DETAILS OF COMPLAINT LACKING.

No statement in the case has been filed so far, and the attorneys for the defendant are at a loss to know what the charges will be, and until they have been submitted they are not in a position to state what action will be taken. A number of the leading men who have been sued cannot see what Mr. Loder can gain, as it has been decided heretofore that a merchant can sell to whom he pleases. It appears, however, that some of the parties that Mr. Loder has made defendant to the suit have always sold goods to him whenever requested.

VIEWS OF MANUFACTURERS.

"It's all about our refusal to sell Loder," said Henry K. Wampole, of the firm of Henry K. Wampole & Co. "He would not sustain the scheduled prices. This is the first intimation I have had that suit has been brought, although I was told he was going to sue."

It was learned from another wholesale druggist that the Retail Druggists' Association wanted Loder to adopt its schedule of prices. He refused to do this, and the Retail Association thereupon notified every wholesale drug house in this city that if it was the house's pleasure to sell to Loder it would lose the patronage of other retail stores.

WHAT A WHOLESALER SAYS.

Clayton F. Shoemaker, of the firm of Shoemaker & Busch, said:

"The suit entered by Mr. Loder is not especially the result of any personal action on the part of my house or on the part of the other defendants in the case. The cause may be stated briefly as follows: Mr. Loder, in the conduct of his business, has seen fit to pursue a course which we consider inimical to the interest of the drug trade generally, and because of this we have declined on several occasions to supply him with goods. He claims that our refusal is based on an illegal combination in restraint of trade, but this is not the case. We understand that we have a perfect legal right to sell or to refuse to sell to any buyer who applies to us, and either to give a reason or not, according as we see fit, and this is the only principle involved in the case."

LONDON LETTER.

The New President of the Pharmaceutical Society of Great Britain—Price Cutting in Sheffield—The British Pharmaceutical Conference and Its Relation to the Society—British Pharmacists Sell Spectacles as a Side Line.

(Special Correspondence of the American Druggist.)

LONDON, July 25.

In spite of the fact that he polled comparatively few votes at the recent elections (he was fifth of the successful seven), Richard A. Robinson has been elected President of the Pharmaceutical Society of Great Britain. The apparent disregard of the majority of electors for the new president may be explained by the fact that, outside the metropolis, Mr. Robinson is little known. Until within recent years he has taken little interest—or, at least, a very unimportant part—in pharmaceutical politics, but nevertheless he has been for many years a man of affairs. He is an alderman, a justice of the peace, and was last year vice-chairman of the London County Council—the body controlling the affairs of all London outside the charmed circle of the city, which is governed by a separate municipality.

The new president is thus possessed of a by no means inconsiderable share of administrative capacity. He is a man of handsome presence and exercises a graceful tact in the conduct of public business which augurs well for his success as president. Moreover, he is suspected of having some political influence, and, with the fate of the pharmacy bill hanging in the balance, this is a momentous consideration. Mr. Robinson is a Yorkshireman and owns one or two retail pharmacies in the vicinity of London. He is an easy, practised speaker, and although he does not approach his predecessor, Samuel R. Atkins, as an orator, his words have always commanded attention.

The first provincial President of the Pharmaceutical Society, George T. W. Newsholme, is also a Yorkshireman. Mr. Newsholme has one of the finest, if not the best, drug business in Sheffield, the centre of the cutlery trade. It is in that town that the meeting of the British pharmaceutical conference is to be held this year in the month of August. Notwithstanding the fact that it has supplied Great Britain with a president of pharmacy, the practice of pharmacy in Sheffield appears to be at rather a low ebb. For "Boots," the great cutting company chemists, have no fewer than 17 shops in Sheffield, the most important being directly opposite Mr. Newsholme's shop. This state of affairs does not tend towards the raising of the status of pharmacy and conference delegates will not find the ideal pharmaceutical Utopia in the hardware city.

The British pharmaceutical conference, as readers of the AMERICAN DRUGGIST may know, is an annual gathering somewhat on the lines of the American Pharmaceutical Association. It has nothing to do with the Pharmaceutical Society, being an entirely independent organization. It was established as far

back as 1863 "for the encouragement of pharmaceutical research, and the promotion of friendly intercourse and union among pharmacists." It has been invariably looked at askance by the officials of the Pharmaceutical Society, who evidently regard it somewhat in the light of a rival organization, and who obviously are jealous of the good work done by the conference in the region of pharmaceutical research. There have always been covert pen-pricks administered by pharmaceutical Bumbledom to the conference, and the latest is a scheme for obtaining possession of the "Year-book of Pharmacy," a book which the conference annually presents to members, containing the proceedings at the yearly meeting and embodying an annual report on the progress of pharmacy, which includes abstracts of all noteworthy pharmaceutical papers, new processes, preparations, and formulas published throughout the world.

Now Bumbledom covets his neighbor's "Year-book." So the redoubtable Cartelghe has hit upon a scheme to snatch a few rays of reflected glory for the society. He announced in council recently that his fertile brain had (in fancy) evolved a "Compendium of Medicines," which would make the purple-covered British Pharmacopœia shudder and turn pale. Nobody, apparently not even the originator, knows what this epoch-making volume is to contain. But "Year-book" is looked upon as likely material; and the conference officials have been threatened that if they do not amicably agree to hand over their "Year-book" to the council, the contents or volume will be assimilated in the Compendium without leave. "There is no copyright in the work published in 'Year-book,'" says the erstwhile Dictator, but many conference members are of a different opinion, and the book will not be surrendered without a struggle. The society is wealthy and the conference is not, and the "meanness" of the proceeding is not lost sight of by those who have the interests of pharmacy at heart.

The science of optics and the sale of optical appliances has always had an attraction for a section of British chemists. Many chemists sell spectacles, and the optical side line is a profitable adjunct to many a pharmacy. During recent years this side line has developed considerably, an impetus being given to it some six years ago by the Spectacle Makers' Company, of London, one of the many ancient city guilds. This company instituted a series of examinations in practical optics, which was taken advantage of by many chemists, and the resultant diploma of efficiency gave a fillip to the intelligent conduct of optical trade. The examinations have recently been altered and improved to include sight-testing, and the chemist contingent of the spectacle business has become so strong that a society of chemist opticians has just been formed with a membership of nearly 100. Qualified chemists only are eligible for membership and the first president is Charles J. G. Bunker, who is also President of the Proprietary Articles Trades' Association—the N. A. R. D. of Great Britain.

Manager Awarded Damages for Breach of Contract.

A case of considerable interest to the trade was decided by Judge King in the Civil District Court of New Orleans on May 29 last. Henry Berlin sued P. L. Cusachs, Limited, a retailing firm, for \$5,000 damages for breach of contract of employment and was awarded \$1,453.30, with legal interest from May 12, 1902, and damages in \$500. Mr. Berlin had been in the employment of the Cusachs and the Cusachs, Limited, for 29 years, of late years on yearly contracts. The latest contract was signed by J. V. Allain, president of P. L. Cusachs, Limited, for one year, beginning October 1, 1901, and ending October 1, 1902, at a fixed salary of \$3,500 per annum, payable monthly. In January, 1902, on account of the illness of J. V. Allain, two stockholders of the company assumed direction of the affairs of the company, the plaintiff, Mr. Berlin, being retained as manager until May 12, 1902, when his resignation was asked for. He refused to resign, claiming the protection of his contract, but was summarily dismissed. He brought suit and the court found for him as stated. Mr. Berlin is now in business for himself at 1501-1503 St. Charles avenue, New Orleans.

AMERICAN PHARMACEUTICAL ASSOCIATION.

Plans of Transportation Committee—Liberal Entertainment Provided—A Large Eastern Delegation Expected—List of New Members.

The local committees of the A. Ph. A. at Kansas City are actively preparing for the approaching meeting. Judging from the preliminary programmes which have reached us, they seem bent on proving to the visiting members that the much vaunted Western hospitality has not been overrated. As has already been chronicled in these columns, the fare of a rate and one-third has been made by the various railroads, on the certificate plan. It will be somewhat cheaper, however, for the majority of visitors from the East to go by way of St. Louis, purchasing World's Fair tickets to St. Louis, and from that point buying tickets on the certificate plan to Kansas City.

ITINERARY OF EASTERN CONTINGENT.

The following itinerary has been arranged for the party from New England and New York and points along the Pennsylvania and Chesapeake & Ohio roads. All who wish reservations made on the sleeping cars should communicate at once with Caswell A. Mayo, member of the Transportation Committee, 68 West Broadway, stating the number of berths they require and the points at which they will join the party. If a sufficient number of members join the party the people will be taken straight through to Kansas City, otherwise it may be necessary to change at St. Louis. The sleeper fare from New York to Kansas City is \$8 per berth. The fares named below do not include sleeper fares, and are based on the purchase of 15-day World's Fair tickets to St. Louis, with fare and one-third tickets from St. Louis to Kansas City. By paying \$5 more a 60-day ticket may be had.

Leave Boston, South Station, via Fall River Line, 6 p.m., September 2, \$27.25.
 Leave New York, via Pennsylvania Railroad, 7.55 a.m., September 3, \$23.25.
 Leave Philadelphia, via Pennsylvania Railroad, 10.30 a.m., September 3, \$23.25.
 Leave Baltimore, via Pennsylvania Railroad, 10.20 a.m., September 3, \$23.00.
 Leave Washington, via Chesapeake & Ohio Railroad, 2.30 p.m., September 3, \$21.50.
 Arrive Cincinnati 8 a.m., September 4. (Trolley ride around Cincinnati under guidance of local members.)
 Leave Cincinnati, via Big Four Route, 12.20 p.m., September 4, \$11.00.
 Arrive in St. Louis 9.45 p.m., September 4.
 Leave St. Louis, via Missouri Pacific Railroad, 10.10 p.m., September 4, \$10.00.
 Arrive Kansas City 7 a.m., September 5.

PROGRAMME OF THE MEETING.

The following programme has been adopted by the Council for the guidance of the association at large and the respective sections.

Monday, September 5, 10 a.m.—Council Meeting.
 3 p.m.—First general session.
 9.30 p.m.—Reception to the visiting members.
 Tuesday, September 6, 10 a.m.—Second general session.
 3 p.m.—Session of the Section on Commercial Interests.
 8 p.m.—Session of the Historical Committee.
 Wednesday, September 7, 9.30 a.m.—Session of the Section on Pharmaceutical Education and Legislation.
 1 p.m.—Excursion to Fort Leavenworth.
 Thursday, September 8, 10 a.m.—Session of the Section on Pharmaceutical Education and Legislation.
 3 p.m.—Session of the Section on Scientific Papers.
 Friday, September 9, 10 a.m.—Session of the Section on Scientific Papers.
 3 p.m.—Session of the Section on Practical Pharmacy and Dispensing.
 Saturday, September 10, 10 a.m.—Session of the Section on Practical Pharmacy and Dispensing.
 3 p.m.—Last general session.

Members who prefer to do so may go straight through Cincinnati without stopping for the trolley ride around the city. In this case they will arrive at St. Louis at 6.15 p. m. They can then join the remainder of the party on the 10.10 p.m. train.

VARIABLE ROUTES.

Members from New York or east of New York may obtain tickets going by way of Washington and returning by Chicago, Niagara Falls, etc., at a cost of \$28.35 for the round trip from New York.

FROM NORTHERN NEW YORK, PENNSYLVANIA AND OHIO.

Members from the northern part of New York State and Pennsylvania who prefer to take a northerly route should correspond with George Reimann, of 405 Genesee street, Buffalo, or Lewis C. Hopp, of Cleveland, who will pilot a party from that section.

PLANS FOR THE CHICAGO CONTINGENT.

Our Chicago correspondent writes that the Committee on Transportation of the A. Ph. A. will probably reach an agreement with railroads before long which will enable those who visit the convention at Kansas City September 5 to go by one line and return by another. Arrangements for the westward trip will probably be made with the St. Paul or the Santa Fe, and for returning via the Wabash or the Alton, with a stop-over at St. Louis.

Additional information about transportation for the different sections of country may be obtained from the committee: S. A. D. Sheppard, Boston, Mass.; A. E. Ebert, Chicago, Ill.; Chas. G. Merrell, Cincinnati, Ohio; Chas. M. Ford, Denver, Col.; Wm. M. Searby, San Francisco, Cal.; Wm. A. Frost, St. Paul, Minn.; Max Samson, New Orleans, La.; Caswell A. Mayo, New York City; S. P. Watson, Atlanta, Ga.; H. M. Whelpley, St. Louis, Mo., and Chas. Caspari, Jr., chairman, Baltimore, Md.

HOTEL ACCOMMODATIONS.

By special arrangement a rate of \$2.50 per day and upward, on the American plan, has been secured at the Coates House. Those desiring to engage rooms in advance should address Manager of the Coates House, Tenth and Broadway, Kansas City, Mo., and state that they are members of the A. Ph. A.

The following additional hotels have named rates during the meeting:

Baltimore Hotel.....\$1.50 and upward, on European plan.
 Midland Hotel.....\$1.50 and upward, on European plan.
 Hotel Savoy.....\$1.00, \$1.50 and \$2.00 on European plan.
 \$2.00, \$1.50 and \$3.00 on American plan.

It is expected that on account of the proximity of the World's Fair the attendance will be very large, and that many who contemplate visiting the Fair will wait for the cool September weather. This will be the most pleasant time of the year to visit the Middle West. A trip, then, that will afford one the opportunity of attending the Exposition, taking in the A. Ph. A., with all its attendant pleasure and enjoyment, should certainly be appreciated by all who are in any way associated with pharmacy. The committee invite the entire profession to come to the Queen City of the West, partake of her hospitality, attend the sessions of the A. Ph. A., participate in the elaborate programme proposed, and then take in Missouri's other great show at St. Louis.

Those from points West, Southwest, North and Northwest will be granted 10 days' stopover at St. Louis without payment of joint agent's fee. All railroads have abolished the fee on these tickets. Those from the East can take in the Fair, then the meeting, or *vice versa*. Very low rates will be in effect at that time. By purchasing a ticket to St. Louis and return and then securing ticket to Kansas City and return, much can be saved by Easterners contemplating the trip.

Kansas City opens wide her arms and bids all who may be in any way associated with the profession a glad and hearty welcome.

THE ENTERTAINMENT PROGRAMME.

Among the many features of entertainment proposed the following are the most prominent:

- (1) A trip to the largest military post in the world, embracing a review of 3,500 United States troops and a sham battle. At Ft. Leavenworth.
- (2) An auto and trolley ride over Kansas City's extensive park and boulevard system to the Elm Ridge Club, where a luncheon will be served, to be followed by a ball.
- (3) Street car rides by special car to Kansas City's various points of interest, for the ladies.
- (4) Visit to the most extensive packing house system extant.
- (5) Trip to the amusement parks, where special and elaborate programme will be rendered.
- (6) Special features for the ladies will be given each day, under the auspices of the Ladies' Auxiliary of the Kansas City Retail Druggists' Association.

The foregoing and many other plans are arranged, which, taken together, provide a surfeit of enjoyment, held in a city

celebrated for its genuine Southern hospitality, its Western freedom and energy, its Northern progressiveness, tempered, as it were, by the influx of culture that comes to us from the East—verily, a city cosmopolitan.

NEW MEMBERS.

Following is a list of A. Ph. A. members elected since the 1903 meeting. The Council is electing new members every few days. The prospect is good for a very large attendance at Kansas City.

Achenbach, John, U. S. Marine Hospital, Port Townsend, Wash.
 Adams, Frank Milton, Forney, Texas.
 Adams, Henry, Springfield, Mass.
 Adams, James Ogilvie, New Orleans, La.
 Bailey, Leon, Jackson, Minn.
 Beck, Julius Edward, Fort Stanton, N. M.
 Birdsong, Lafayette Felix, Woodville, Miss.
 Boberg, Otto J. S., Eau Claire, Wis.
 Brewer, Justin Sewall, Hoboken, N. J.
 Bradley, Lynn, Great Falls, Mont.
 Bristow, P. G., 1st Cl. Sgt. Hosp. Corp., U. S. A., Parang, Mindanao, P. I.
 Buchanan, C. G., Wellsburg, W. Va.
 Coffman, Walter Thomas, South English, Iowa.
 Colby, Charles L., Jackson, Minn.
 Conset, Rufus Warren, Greenup, Ill.
 Darby, Marvin Henry, Florence, Ala.
 Davis, George Bowditch, New Orleans, La.
 Doehne, George, Jr., Austin, Minn.
 Donohue, Henry, San Francisco, Cal.
 Dunn, Mrs. Minnie, Iowa City, Iowa.
 Earhart, Fred A., New Orleans, La.
 Engelhardt, Geo. P., Chicago, Ill.
 Flynn, Cornelius Paul, Boston, Mass.
 Friedenburgh, Maximilian W., Winfield, Kan.
 Gibson, Frank Leighton, Honolulu, Hawaii.
 Gleason, Patrick S., Waltham, Mass.
 Greenthal, Julius, Detroit, Mich.
 Gregory, Chas. Alfred, Council Grove, Kan.
 Guerrero, Leon Maria, Manila, P. I.
 Hamilton, Clarence B., Longview, Texas.
 Hanrath, Frederick R., U. S. Marine Hospital, St. Louis, Mo.
 Hargreaves, John, Toronto, Can.
 Henrion, Walter S., Wichita, Kan.
 Herb, Joseph, Superior, Wis.
 Hoge, John S., Macon, Ga.
 Jeffers, Clyde Norman, Yukon, Okla.
 Johnson, Ambrose, Jacksonville, Texas.
 Kalusowski, Henry E., Washington, D. C.
 Kingman, Ignatius, East Grand Forks, Minn.
 Kester, Joseph A., Onaga, Kan.
 Killeen, William Patrick, New Orleans, La.
 Lauer, Joseph William, Winona, Minn.
 Lawson, Chas. E., Kansas City, Mo.
 Lelper, James Armstrong, Sewanee, Tenn.
 Lyon, Arthur George, Coldwater, Mich.
 McBride, Charles Robert, Quarantine Office, Manila, P. I.
 McCauley, Charles E., Oak Park, Ill.
 McConnell, Lewis W., McCook, Neb.
 McCormick, Louis Carlton, Lake City, Fla.
 McKay, Felix Early, Troupe, Texas.
 MacDowell, William Foster, Public Health and Marine Hospital Service.
 Manhattan, Carl Engel, Manhattan, Kan.
 Mann, Charles F., Detroit, Mich.
 Mason, Myron R., San Francisco Quarantine Sta., Angel Island, Cal.
 Muir, John D., Grand Rapids, Mich.
 Nagle, Frederick S., Wilkes-Barre, Pa.
 Neal, Thomas Lindsey, Medford, Okla.
 Perkins, John Seymour, Meridian, Miss.
 Phillips, Thomas Newkirk, Washington, D. C.
 Pierce, Fred, St. Joseph, Mo.
 Quirk, Edmund Charles, Jr., New Iberia, La.
 Richardson, Thomas William, New Orleans, La.
 Rose, Edward Spangler, Vinton, Iowa.
 Rowell, Sam J., Excelsior Springs, Mo.
 Schenk, Henry, New York City.
 Schumacher, Albert John, St. Paul, Minn.
 Searson, Edwin A., Grand Island, Neb.
 Settle, James Albert, Yukon, Okla.
 Sherriff, William Ebenezer, Ellsworth, Kan.
 Shudrowitz, Frank, Lansing, Kan.
 Sims, Henry Upson, Longview, Texas.
 Snow, Fred, Asbury, Topeka, Kan.
 Snyder, Henry N., Lancaster, Pa.
 Stevens, Frederick Solon, Auburn, Cal.
 Trolinger, E. F., Bell Buckle, Tenn.
 Van Ness, George I., U. S. Marine Hospital, Stapleton, N. Y.
 Walker, Alfred L., Detroit, Mich.
 Webber, Arthur H., Cadillac, Mich.
 Weschcke, Charles, Springfield, Minn.
 Whitney, David V., Kansas City, Mo.
 Wiegell, Carl George, Pittsburgh, Pa.

Registered in the District of Columbia.

The Commissioners of Pharmacy of the District of Columbia held their quarterly examination for registration July 11. There were 13 applicants, the four successful ones being J. J. Minson, A. B. Slaymaker, W. T. Cantwell and G. P. Parton. The next examination will be held October 10. Candidates must file their applications, accompanied by the required fee with the secretary, Dr. Henry A. Johnston, 1221 New Jersey avenue, N. W., Washington, D. C., on or before October 3.

CANADIAN TARIFF OPERATES AGAINST AMERICAN PROPRIETARIES.

Four Hundred American Proprietaries Shut Out—Retailers Suffer Through Abrogation of the Rebate Privilege.

What is known as the "anti-dumping clause" of the Fielding Tariff law of Canada went into effect August 1 and as a result many American proprietary remedies are practically barred out. But the customs officers insist that the prices at which goods are sold in the United States must be the standard on which duty shall be paid, and the result is that on proprietary articles not made in Canada there is a rise in prices. The inevitable effect will be to stimulate the sale of Canadian-made goods, and to give them protection from rebates on goods made in the United States, for the products of American firms who manufacture in Canada and of Canadian concerns are not affected.

It was the practice of manufacturers in the United States selling their preparations in Canada to give rebates covering the amount of the duty, so that their goods were sold in this country at the same price as in the United States. The wholesale druggists have raised the prices on all articles affected, so the retail men say, and they find themselves in special need of an organization that would enable them to advance prices so as to save themselves. It may be said, however, that while 400 articles seem a large number the stock of a good drug store will total up from 3,000 to 4,000 different names of drugs and preparations.

EFFECT ON RETAIL TRADE.

A leading Toronto druggist says that the situation in the retail drug trade is not at all satisfactory. There has not been any complete relief from the cutting of prices on proprietary medicines, and it is felt that it ought to be found through an arrangement between the executives of the retailers' and wholesalers' associations. The manufacturers have been doing much toward stopping the cutting of prices by introducing the serial number contract plan, by which the retailer is bound to sell the specified article at a stipulated price. No exception is made to large buyers. The retailers' interests are being looked after by an executive representing the drug section of the Provincial Retailers' Association. A. E. Walton, Toronto, is the president; E. Gregory, of Lindsay, is first vice-president; H. Waters, of Ottawa, is second vice-president, and W. R. Petrie, of Toronto, is secretary-treasurer. The retail men insist that they do not want to form a combine, but only want an organization that can make fair arrangements in the interests of the trade.

Many Visitors from Abroad.

In the AMERICAN DRUGGIST for July 11, p. 19, particulars were given of the programme provided by the Arrangements Committee of the Society of Chemical Industry for the annual general meeting to be held in New York on September 8. The names of some of the members who have announced their intention of crossing the Atlantic to attend this meeting are as follows: Sir William Ramsay, president; C. G. Cresswell, general secretary; Thomas Tyrer, Max Muspratt, Dr. R. Mölhau, Dr. R. Messel, vice-president; James Cuming, Jr.; Eustace Carey, William Mair.

Canadian Pharmacists Meet.

Montreal, July 19.—At the first meeting of the new council of the Pharmaceutical Association of the Province of Quebec the following officers, boards of examiners and auditors were duly appointed for the year 1904-5—namely: President, John E. Tremble, Montreal; first vice-president, A. E. Du Berger, Waterloo; second vice-president, J. E. Dubé, Quebec; treasurer, W. H. Chapman, Montreal; major and minor board of examiners, W. H. Chapman, Edmund Giroux, Jr., and Alex. B. J. M. Moore, Montreal; R. W. Williams, Three Rivers; A. E. D. Berger, Waterloo, and Hercule Guerin, Montreal. Preliminary board of examiners, Professors Isaac Gammell and J. O. Cassegrain, Montreal; J. E. Dubé, supervisor of examinations for Quebec city and district. Auditors, M. Albert and J. Victor Levesque, Montreal. E. Muir is the efficient secretary-registrar.

The Tennessee Association.

The Tennessee Pharmaceutical Association met in annual convention at Lookout Inn at 10.30 a. m., on July 20. President Charles M. Martin was in the chair. C. W. Holbrook, secretary of the Chattanooga Chamber of Commerce, made the address of welcome on behalf of the city. The response was made by C. M. Martin, the president, on behalf of the convention.

All the officers of the association were present except the treasurer, D. J. Kuhn, of Nashville.

The president's address was postponed until the afternoon session, and after a brief informal talk by J. B. Duble, of the National Association of Retail Druggists, the convention adjourned to meet at 2.30 p. m.

The afternoon session was called to order by President Martin at 2.30. Ira B. Clark, of Nashville, was called to the chair, and the president read his annual address. Mr. Martin first alluded to the location as an ideal place for holding such a meeting, and expressed great gratification at the attention the organization had received. The address was full of witty allusions, and also contained many practical suggestions of special interest to the organization.

The speaker reviewed briefly the work of the Association in the State and asserted that the present State pharmacy law, the most satisfactory of any yet enacted, was the result of the efforts put forth by members of this organization. Concerted efforts had improved business conditions, but the half way point was not yet reached. Members were exhorted to work steadily and conscientiously for the elevation of the drug business as a profession.

At the close of the president's address several new members were received.

The Tennessee Board of Pharmacy submitted a report to the association, briefly outlining the work of that body during the past year. This report was received and ordered printed with the proceedings of the association.

J. B. Duble, representing the National Association of Retail Druggists, presented two petitions, one to each of the United States Senators from Tennessee, asking their support in Congress for the measure known as the Mann bill, which aims to amend the present patent law in regard to medicines imported from foreign countries.

The petitions will be circulated among the druggists of the State for signatures and will then be forwarded to Tennessee's representatives in the United States Senate.

A number of athletic contests, games, etc., filled out the remainder of the afternoon.

At the second day's session the following officers were elected:

President—R. W. Vickers, of Murfreesboro.

Vice-Presidents—For West Tennessee, I. J. Shannon, of Sharon; for Middle Tennessee, M. E. Hutton, of Nashville; for East Tennessee, W. C. Risen, of Bristol.

Secretary—E. F. Trolinger.

Treasurer—D. J. Kuhn.

Mr. Duble, of the National Association, was introduced and spoke eloquently of the condition of the organization he represents. He said that during the five months just past he had visited every Southern State and paid a tribute to the people of the South, complimenting the Southern retail druggists especially. He spoke of the great labor necessitated by the organizing of so vast a number of interests into one. He said that competition between retail druggists on a price basis was being eliminated, but that competition on all other bases was encouraged. In dwelling upon the power which the association was able to exert, Mr. Duble quoted Kipling very aptly, and illustrated its great influence by numerous examples. The jobbers and proprietors who were the former enemies of the association have become its staunch friends, not from any reason of sentiment, but from a business standpoint. He found a reason for the existence of the national organization in the fact that legislation inimical to the best interests of retail druggists can be fought only by nationally organized effort. The national organization is not only a commercial organ, but an ethical

one as well, and proposes to do all that can be done for the retail druggists.

The remainder of the day was devoted to social entertainments, a visit to Crawfish Springs and other places of interest.

The Washington Association at Sea.

The fifteenth annual meeting of the Washington State Pharmaceutical Association was held on board the steamer "Queen," which sailed from Seattle on Wednesday morning, 12th ult., and touched at Tacoma, Everett, Anacortes, Bellingham and Vancouver. The members were entertained with drives, &c., by the local druggists at each of the ports touched.

The association declared against trading stamps, citing the Massachusetts statute on the subject. It also went on record against the irresponsible peddlers of medicines, the unwarranted sale of narcotics and the refilling of prescriptions. Desired amendments to the State pharmacy laws were discussed, and an effort will be made to secure the desired legislation. The National Association of Retail Druggists was represented by W. B. Cheatham, of San Francisco, who addressed the convention on the work and methods of that body. The latter received the hearty indorsement of the meeting.

The following officers were elected: President, W. R. Pratt, Everett; first vice-president, F. P. Offerman, Bellingham; second vice-president, P. R. Stahl, Centralia; third vice-president, N. B. Wheeler, Kettle Falls; secretary, W. P. Bonney, Tacoma; treasurer, E. Bolink, Seattle; Executive Committee: C. J. Carr and J. Schlumpf, Seattle; J. W. McArthur, Spokane; U. G. Wynkoop, Tacoma; J. W. Day, Daylton; F. P. Offerman, Bellingham, and J. C. Bissell, Auburn.

The Executive Committee met at once and selected a list of eligibles from whom the Governor will appoint a member to succeed I. Korn, of Seattle, whose term of office as a member of the State Examining Board will expire this year. The following is the list: E. Bolink, C. H. Low, I. Korn, J. M. Lang, Seattle; F. E. Wyatt, Vancouver.

The selection of the next meeting place was left with the Executive Committee.

Florida Pharmaceutical Association.

At the meeting of the State Board of Pharmacy held at Jacksonville on June 15, the Florida State Pharmaceutical Association was reorganized and the following officers elected: President, J. C. Abernethy, Miami; first vice-president, H. H. D'Alemberte, Pensacola; second vice-president, C. C. Bettes, Jacksonville; third vice-president, Leon Hale, Tampa; secretary, D. W. Ramsaur, Palatka; treasurer, Thomas Clarke, Jacksonville; local secretary, M. B. Craig, Jacksonville.

The annual meeting of the association will be held in Jacksonville on Wednesday and Thursday of Gala Week in November, and all pharmacists throughout the State are cordially invited to attend and become members. All who are interested are invited to correspond with the secretary, D. W. Ramsaur, Palatka.

Passed the Florida Board of Pharmacy.

At the last meeting of the board, 25 applicants applied for registration, of which the following were successful: J. H. Goodman, Fitzgerald, Ga.; W. H. Walker, Lamont, Fla.; E. G. Sladous, Houston, Texas; Jno. W. Blow, Dayton, Fla.; G. M. Chatfield, Roanoke, Ala.; Qlxto Caballero, Tampa, Fla.; C. B. Turpin, Jacksonville, Fla.; Paulo Penichet y Camos, Havana; Ysador Penichet y Gonzalez, Havana; J. Lee Pittman, Abbeyville, Ga.; Jno. W. Frech, Atlanta, Ga.; Henry C. Frech, Brunswick, Ga.; Ellis Auger, Jacksonville, Fla.; Geo. A. Hanford, Leesburg, Fla.; C. Harold Hays, Jacksonville, Fla.; Fred. B. Sampson, St. Augustine, Fla.

Asked to Close Drug Stores on Sundays.

Grand Rapids, Mich., July 20.—Druggists throughout the city have been requested to close their business places every Sunday in July and August between the hours of 1 and 4.30 p. m. Already, it is said, pharmacists of Monroe and Canal

streets have consented to the plan, agreeing to close for the first time next Sunday. The movement is the result of agitation begun by the recently organized Consumers' League, which proposes to give clerks in all stores holidays during the summer.

Obituary.

ALFRED H. ALLEN.



ALFRED H. ALLEN, F.I.C., F.C.S.

Alfred Henry Allen, F.I.C., F.C.S., died at his home in Sheffield, England, on July 14, aged 58. Among pharmacists, Mr. Allen, whose portrait is shown herewith, was known universally as the author of "Commercial Organic Analysis." The son of an eminent architect, Mr. Allen was born in Southwark, on January 17, 1846. He was educated in a private school at Brighton, and afterward studied at the College of Chemistry and Agriculture and at the Royal School of Mines. He was Professor of Chemistry and Physics and the School of Medicine, Sheffield, and Public Analyst for the city. He did an enormous amount of work in chemical methods relating to the analyses of foods, drugs and commercial products. He was for many years a member of the British Pharmaceutical Conference and an honorary member of the Sheffield Chemical and Pharmaceutical Society. He visited the United States a few years ago, and was the guest of honor at a meeting of the Society of Chemical Industry, where many prominent chemists and pharmacists of this city had the privilege of making his acquaintance. An old pupil and intimate friend in an appreciation of the deceased contributed to the *Chemist and Druggist* for July 23, said:

Mr. Allen's mental gifts were quite exceptional. He possessed the power of rapidly mastering, as it were by intuitive perception, the salient points of an intricate problem. Always keen and alert, he would smite an adversary through the joints of the harness with unerring aim. No sophistry, however subtle, could blind his perception of the real merits of the question at issue, and it was this, among other qualities, which made him an ideal witness in the law courts or before Royal commissions.

Mr. Allen's memory was marvelous, and his capacity for work inexhaustible. Although an omnivorous reader, he was at the same time most systematic in arranging and indexing his scientific references. He loved his profession, and was never happier than when gaining knowledge for himself or imparting it to others. The perpetual strain of laborious literary work, added to the wear and tear of his professional life, which necessitated constant railway traveling and long hours spent in crowded courts, undermined his constitution, and doubtless induced the disease which sapped his strength and ultimately proved fatal. Even his physical weakness he turned to good

account, making it the occasion of a valuable treatise on urinary analysis which has added considerably to our knowledge of this obscure subject.

Mr. Allen always maintained a sympathetic attitude toward pharmacists, and pharmacy will be distinctly poorer for his loss. On the social side he will be greatly missed at many a friendly gathering, not least at the conference meetings. He could wear the motley with the same ease as the robe of the *savant*, and many a brilliant *jeu d'esprit* from his pen enlivened the hours of a convivial meeting.

Mrs. Mary Virginia Parke, wife of Lyman M. Parke, son of the late Hervey C. Parke, of Parke, Davis & Co., died July 24, at Colorado Springs. Mrs. Parke was formerly Miss Mary Virginia Lubeck, of Chicago.

DIED.

ALLEN.—In Sheffield, England, on Thursday, July 14, Alfred Henry Allen, F.I.C., F.C.S., in the fifty-eighth year of his age.

CAMPBELL.—In Mt. Vernon, N. Y., on Sunday, July 31, Joseph H. Campbell, in the seventy-fourth year of his age.

McDAID.—In Clinton, Iowa, on Wednesday, July 13, George D. McDaid, in the fifty-fourth year of his age.

RICE.—In Brooklyn, N. Y., on Monday, August 1, Joseph L. Rice, in the thirty-ninth year of his age.

Registered in Connecticut.

The result of the examination of candidates by the State Board of Pharmacy at Hartford, June 4, has been announced.

The following were the successful candidates: C. C. Celestine, New Haven; Wilmer M. Blackman, Bridgeport; F. S. Bachant, New Haven; A. W. Smith, Holyoke; Louis Hamerman, New Haven; Peter Colberg, Norwich; John Bellier, Branford, and J. J. McQueeney, New Haven.

The result of the examination held June 21 has not been announced. The examination papers are being examined. The next examination of candidates will be held in September.

DRUG INCORPORATIONS.

Certificates of incorporation have been filed since our last of the following new concerns:

The Bleach White Chemical Works, Fort Wayne, Ind. Directors: Eugene C. Schell, Peter A. Thompson and Wales E. Van Ame. Capital, \$60,000.

Carolina Chemical Company, Bules, N. C. Incorporators: Charles S. Dandois, G. Schrade and R. C. Lawrence. Capital, \$25,000.

Castor Oil Tablet Company, New York, N. Y. Incorporators: W. K. Martin, C. R. Nelson and F. G. Nelson. Object: to manufacture medicinal preparations. Capital, \$150,000.

Dale Manufacturing Company, Rahway, N. J. Incorporators: Mack Rosewig, Alexander F. Aronson, James E. Dale and Walter Felter, Jr. Object: to import, sell and manufacture drugs, chemicals, oils, dye stuffs and other merchandise. Capital, \$100,000.

Drager Medicine Company, Washington, D. C. Incorporators: Frederick C. Drager, Abraham Smith and Taylor Cook. Capital, \$100,000.

East Chicago Drug Company, East Chicago, Ind. Incorporators: Edward J. Jenkins, Edward Jacob, Dr. Robert Spear and Dr. Alexander A. Ross. Capital, \$3,000.

Edmonds & Yznaga, Washington, D. C. Incorporators: Irland Edmonds, Alexis Yznaga and Emma Edmonds. Capital, \$5,000.

Freekaleater Company, Dallas, Texas. Incorporators: J. R. Mattison, G. W. Baker and J. M. McCormick. Object: to manufacture a medicinal preparation. Capital, \$10,000.

Ideal Soap & Chemical Company, Brooklyn, N. Y. Incorporators: Solomon Mayer, Jacob Schwartzwalder and Bertha Bruchfeld. Capital, \$10,000.

James Chemical Company, Columbia, S. C. Incorporators: William Weston, L. A. Griffith and J. L. Hannahan. Object: to deal in and manufacture drugs.

Mullen & Haynes Wholesale & Retail Drug Company, Owensboro, Ky. Incorporators: J. Q. Haynes, G. E. Mullen, A. R. Miller, L. W. Alexander and C. M. Mullen. Capital, \$100,000.

Red Cross Chemical Company, Wilmington, N. C. Incorporators: W. B. Wells, C. D. Gore, T. J. Gore and A. Q. Marshall. Object: to manufacture and deal in drugs, chemicals, medicines, etc. Capital, \$24,000.

The Renova Medical Company, New York, N. Y. Directors: E. M. Atkin, H. S. Coates and Aloysius Donnelly. Capital, \$50,000.

Greater New York News.

William Muir, of Brooklyn, is spending the summer at Leeds, N. Y.

The German Apothecaries' Society will hold an outing on September 8 at Bachmann's, Staten Island.

W. N. Taylor, president of the Davis Lead Company, was entertained at the Drug Club the other day by John M. Peters.

Col. E. W. Fitch, manager of the New York branch of Parke, Davis & Co., has been spending his vacation at Rye Beach, N. H., with his family.

William F. McConnell, secretary of the Drug Trade Section of the Board of Trade and Transportation, is back at his desk after an enjoyable vacation.

Dr. Ferd. T. Hartmann, a graduate of the New York College of Pharmacy, of the class of '84, and M.D. '89, has opened a new drug store at 2,570 Seventh avenue, near 148th street, in addition to his private medical and surgical dispensary.

J. Jungmann opened a branch store at 1 East Forty-second street on July 26, issuing formal card invitations which were very neatly gotten up. The new store promises to be quite a success.

Jobbers are complaining of dull business, but they say that trade is about the same as usual in midsummer. They look for rather conservative operations on the part of buyers, however, until after the election.

Jacob Hasslacher, of the Roessler & Hasslacher Chemical Company, returned recently from a four months' tour through Europe with his family. Handsome floral offerings, given by his office staff, awaited him on his return.

According to the schedules in bankruptcy of the Vitone Mfg. Company, a patent medicine concern of 109 West Eighty-third street, the liabilities are \$3,779, with nominal assets of \$1,688.

Willie De Zeller has desisted from his efforts to unload plasters on the drug trade in New York, and is now engaged in playing in the sand at Atlantic City and accumulating a fresh fund of anecdotes with which to regale the long-suffering drug public of the city.

Friends of Prof. William C. Anderson are glad to see him up and around again after his recent severe illness. He will take a much needed rest in Pennsylvania, and hopes to be able to attend the American Pharmaceutical Association convention in Kansas City next month.

Recent visitors in the downtown drug section were C. M. Woodruff, of the Detroit office of Parke, Davis & Co., also J. M. McDonald, of that firm; H. L. Hurxthal, of the W. S. Thompson Pharmacy, Washington, D. C., and A. E. Hendey, Lehn & Fink's representative in Western Pennsylvania and Ohio.

It is reported that Henry Dalley, whose health of late has not been very good and who is about to sail for Europe, has resigned the chairmanship of the Executive Committee of the Perfumers' Association, to which he was elected at the last meeting, in favor of Theodore Reicksecker.

M. J. Breitenbach is spending the summer in Europe, and some of his friends have been delighted the past week at the receipt of unusually attractive picture postal cards, dated from Scheveningen, Netherlands. The cards are typical of the country, and show the native Hollanders in their quaint costumes and headgear.

The movement to establish a co-operative insurance company for druggists has come to a halt, and efforts in that direction will be suspended until this fall. The Attorney-General expects to try a case before the Albany Special Term in September, which involves the right of individuals to engage in a reciprocal insurance system, and further steps in the matter will not be taken until that case has been disposed of.

Among the out of town guests registered at the Drug Club recently were E. E. Bostock, of Philadelphia; Herman Krug, of Belize, British Honduras; E. N. Richardson, Waterbury, Conn.; J. W. Lowe, Boston; A. Austin, Denver; J. C. Chase, Lake View, Maine; W. L. Morales, of Havana, Cuba; August Levy, of Paris, and E. O. and A. O. Crocker, of Montevideo.

John R. Wall, a druggist of this city, and Mrs. Lella Dressner, a daughter of Edwin Barrow, of Louisville, Ky., were married at Greenwich, Conn., on July 16. Mr. Wall formerly owned a pharmacy at Sixth avenue and Thirty-seventh street. He was popular among theatrical people, and his marriage, which was surrounded with secrecy, comes as a great surprise to his friends.

J. A. Ritter, formerly book-keeper for A. P. Ordway & Co., manufacturing chemists of this city, pleaded guilty of grand larceny the other day, and was sentenced by Judge Cowing to four years in Sing Sing. Ritter was charged with having taken some \$18,000 of the company's funds. He left the city some time ago, but was finally located and arrested in Columbus, Neb.

Secretary of the Treasury Shaw has approved the report of a special committee, representing various importing and other interests connected with inward bound merchandise, who revised the charges for storage, labor and cartage on general order goods. The new schedule removes inequalities which heretofore prevailed in such charges and which were the source of much annoyance.

Julius Finkelstein, a druggist of Eighth avenue and Forty-seventh street, has sold out his drug store and taken an engagement to sing in the company which is to give Parsifal in English next season. Mr. Finkelstein, who has a fine tenor voice, has devoted most of his leisure time to the study of music for some years past, and has been much encouraged in his efforts by the commendation of no less an authority than Edouard de Reszke. He has taken the stage name of Julius Steiner.

Walter S. Rockey, of Thirty-fourth street and Eighth avenue, is spending the summer at Bradley Beach, N. J., where he has a cottage. He recently had a narrow escape from drowning. Both Mr. and Mrs. Rockey are expert swimmers, and for this reason did not notice, while bathing, that they were being swept out by the receding tide until they had gone so far out that they found it impossible to get back. Fortunately they were rescued by the life savers without suffering any more serious consequences than that of complete exhaustion from their efforts to swim back to shore.

The destruction by fire of the eight-story warehouse and office building of Lehn & Fink, at 120 William street, was narrowly averted last Tuesday afternoon. Two employees were working over a vessel containing alcohol on the top floor of the building near a gas jet when the vapors of the alcohol became ignited and caused an explosion which covered the two men with burning alcohol. The explosion occurred under an automatic sprinkler, and one of the men fortunately had sufficient presence of mind to make a dash through the flames and set it in operation. In a twinkling the room was drenched with water, and the spread of the fire checked. The damage to the building was slight.

The members of the Drug Trade Club were shocked at the news of the suicide of Joseph L. Rice, for several years past book-keeper for the club. Mr. Rice killed himself by jumping from the footpath of the Williamsburg Bridge, near the Brooklyn tower, last Monday. He landed in a heap of stones, and must have met with instantaneous death, for nearly every bone in his body was broken. He was formerly connected with the Fowler Brothers' Eastern branch of the pork packing industry in the Produce Exchange Building, and when the branch was discontinued a few years ago he became book-keeper for the Drug Trade Club. His salary was considerably smaller than he had received from Fowler Brothers. He frequently told his wife that being obliged to work for smaller pay than he had been accustomed to receive was driving him to distraction.

WESTERN NEW YORK.

Business Dull in Buffalo—Buffalo Burglars Adopt Chicago Methods—One Effect of the Prerequisite Requirement—Who Was the Original Prerequisite Man—The Annual Outing to be Held at Grand Island—The Work of the Western Branch.

(From our Regular Correspondent.)

Buffalo, August 4.—There seems to be but little improvement in the drug business in Buffalo, and the members of the trade are making the best of the situation, satisfied at least that there is not likely to be any more stores established right away, for there is no excess business anywhere to be divided up between old and new establishments. With a long, hot spell for a big soda water run there would be something in the trade, but it has not been the plan of the weather authorities to afford more than one warm day at a time, and even then the temperature has not been very near 90 degrees.

A REGULAR CHICAGO HOLD UP.

The sensation in Buffalo drug circles of late was the effort to hold up the store of Edward Volk, at the Forest Lawn Cemetery entrance of Delaware avenue, on the night of July 30. A man calling himself William Hicks had been seen hanging about the store during the day, and soon after dark he entered the store and began a descent on the cash register. Mrs. Volk, who is a clerk in her husband's store, came out from the prescription room to wait on the supposed customer, when he drew a revolver and fired at her, but did not hit her. William Legg, a neighboring florist, who had been in the telephone box, then rushed out and grappled with the intruder, and Mr. Volk came to his aid from the rear. They managed to get the pistol and then to overpower him, while Mrs. Volk called the police. It was found that he had stolen a bicycle during the day, which was found outside. Nobody knew him and he claimed to come from Chicago. His trial has not been held.

A RUSH TO ESCAPE THE PREREQUISITE REQUIREMENT.

There is a rush of would-be druggists to be examined by the various branches of the State Board of Pharmacy before the Prerequisite law is in force. Secretary Reimann, of the Western branch, reports that he is fairly flooded with letters inquiring as to the law and when there will be another examination. There will be no effort to restrict these applications, and, in fact, the board will do what it can to assist all who are qualified to obtain licenses before the new law goes into effect at the beginning of next year. It will behoove the applicants, however, to make the best use of their time from now to examination day, so that they can become qualified for a pharmacist's license, as the lesser license is far inferior to it in value now, not permitting its holder to manage a drug store in a town of more than 1,000 inhabitants. The board has arranged to hold three more examinations this year, September 21, November 16 and December 31, after which date no one will be eligible for pharmacist examination but pharmacy college graduates. The selection of the last day in the year for the final examination under the old law is a special concession to the noncollege applicant and is all that the board could do in the matter.

REIMANN THE ORIGINATOR OF THE PREREQUISITE MOVEMENT.

The distinction of having first suggested or urged the prerequisite Pharmacy law now has numerous claimants, but they will have hard work to make out a clearer case than does Secretary George Reimann, of the Western Branch of the State Board of Pharmacy. In 1898 he was the chairman of the Commercial Interests Committee of the State association, which met that year in Rochester, and in his report outlined the law so exactly that there can be no doubt of its being the starting point of it. He showed that all other professions in which qualifying examinations are required are exacting some previous scholastic qualification, while the druggist was prepared for his by a certain time spent in a drug store. The report called down a storm of opposition, and the discussion was so lively and long that it affected the election of officers that followed, as a number of Rochester druggists were obliged to leave



The Horlicks, of Racine, Wis., National Whist Champions and Winners of the Hamilton Trophy for 1904.

THREE GREAT NUMBERS.

- On September 5 - - - Special Exposition Number.
- On October 17 - - - Special N. A. R. D. Number.
- On November 21 - - - Special N. W. D. A. Number.

These three issues of the AMERICAN DRUGGIST offer a remarkable opportunity to advertisers to place their announcements before the drug trade of the Americas. Each issue will be full of matter of the keenest and most vital interest to the entire drug trade, and every druggist in the United States given a good rating by the commercial agencies will receive a copy.

The Special Exposition Number of September 5 will comprise a pharmaceutical handbook of the Fair, in addition to its regular quota of interesting matter.

The Special N. A. R. D. Number of October 17 will give a full and vivid account of the proceedings of the annual convention of the National Association of Retail Druggists, to be held in St. Louis, from October 10 to 14. This meeting is one that will be fraught with vital consequences to the entire drug trade of America, and every detail will be read with keenest interest.

The Special N. W. D. A. Number of November 21 will present a clear, distinct, well digested account of the proceedings of the National Wholesale Druggists' Association, to be held at New Orleans from November 14 to 18. The proceedings of this meeting will furnish a clew to the attitude which the wholesale drug trade will take toward the plans adopted by the National Association of Retail Druggists at the October meeting, and will therefore be of paramount interest to the retail as well as to the wholesale drug trade.

An advertisement in these three issues will reach the eyes and command the attention of all the enterprising druggists in the United States.

Prices are as follows:

One page, one time, \$60—all three issues, \$180.

Half page, one time, \$35—all three issues, \$105.

Prospective advertisers would do well to send in their orders at the earliest possible date, so as to secure good location for their advertisements.

before voting. The report was voted down severely, but in the form of postponing action a year, when the measure was again staved off for five years, nobody supposing that public opinion would change so radically in that time as to make a law possible now, covering the precise point urged in Mr. Reimann's report. It is a good showing and should be remembered as proof of the good progress of the business of the druggist along with other things material in the world.

THE ANNUAL OUTING.

The Buffalo druggists will hold their annual outing August 9 in the form of a trip around Grand Island. A roomy boat has been chartered and whole families are to be the rule, so that the attendance will be large. There will be music and dancing on board; the meals will be served there, and there will be a stop at Eagle Park for the baseball and other games. Quite an amount of prizes have been offered, and the competition will be sharp, as usual. The invitations give the heads of the various committees that are to manage the details of the affair. Executive Committee: A. J. Keller, chairman; T. W. Tyson, secretary; F. W. Griesheimer, treasurer; Printing Committee, Fred. Seisser, chairman; Music Committee, H. A. Scheck, chairman; Refreshment Committee, George Reimann, chairman; Prize Committee, F. A. Darrin, chairman; Games Committee, J. A. Lockie, chairman; Dance Committee, W. H. J. Smith, chairman.

THE WESTERN BRANCH OF THE STATE BOARD OF PHARMACY is preparing to resume the work of inspecting the drug stores of the district for the detection of goods on sale in violation of law. There will, as formerly, be a spirit of leniency shown, as befits the enforcement of a new law, and no complaints will be made except where intentional fraud or inexcusable carelessness is discovered. The plan formerly was to begin with the best stores in the district for a standard and then take up the apparently worst ones. As there were only six fines imposed, the conditions were considered good. A meeting of the branch board will be held soon to prepare for the fall work in this line.

AMONG THE TRAVELERS.

The red Lilly house sent us on July 30 its well known and well respected traveling salesman, E. O. Norte, who sold us his usual good amount of fluid extract and kindred goods.

W. J. Whitman took in the Buffalo drug trade late in July and sold his usual liberal amount of the specialties of the New York house of Merck & Co., and then flew to other fields.

James McKnight, who sells essential oils, fruit oils, essences, etc., on the road for the London and New York house of W. J. Bush & Co., was with us early in August with the usual satisfactory result.

The Rochester Outing.

Rochester, N. Y., July 23.—The fourth annual outing of the Rochester Pharmaceutical Association took place at Seneca Point, Canandaigua Lake, on July 20, and was a remarkable success, there being about 100 members and guests in attendance. The special feature of the day was a baseball game between the East Side and the West Side druggists.

The game was won after a hard contest by the West Siders with very active rooting on the part of the spectators, the prize being a case of cider. This was followed by 11 events, the most thrilling of which was the Handicap Fat Man Race, in which all the men weighed over 200 pounds. The prize, a bottle of rye, was won by John Paul Jones, who weighed in at 240 pounds. The committees in charge were as follows:

General Committee: F. W. Fickett, chairman; Wm. T. McBay and Wm. R. Hall.

On Prizes: Irving S. Gifford, Geo. Hahn, H. E. Baldwin and E. E. Chilson.

On Games: Oscar Lutt, H. B. Guilford and D. H. Moore.

Judges: C. H. Haskins, Wm. Torrens and J. A. Vanderbilt.

On Reception: Mr. and Mrs. H. B. Guilford, Mr. and Mrs. Irving S. Gifford and Mr. and Mrs. J. A. Vanderbilt.

Robert Service, of Lazell, Dalley & Co.; John Paul Jones, of Sharp & Dohme; Frank K. Smith, of H. K. Wampole & Co., and Chet Johnson, of Walker & Gibson, represented a traveling fraternity on this occasion in a very successful manner.

NEW ENGLAND NEWS.

A Mass Meeting of Druggists to be Held—Again the Liquor Problem—Liquors Seized in the Drug Stores—Bombarded with Eggs—New Bunco Game.

(From our Regular Correspondent.)

Boston, Aug. 3.—The meeting of the Boston Apothecaries' Association, as outlined in the last issue, was held at the M. C. P., on the afternoon of July 25. Both the attendance and enthusiasm were gratifying, and the meeting was noted because of the fact that many of the younger element were present. There was no election of officers, but many points of interest were considered. It was decided that the by-laws, under which the association does business, were inadequate, and it was voted that they be overhauled and this was left to a committee composed of President Henry Canning, C. P. Flynn, Frank F. Ernst, Ph.G.; George W. Cobb, Charles A. Stover, Ph.G., and Charles S. Sawyer. It was also decided to hold a mass meeting of all of the druggists within this territory, and the date for this gathering is September 20. The meeting will be held at one of the city hotels, and a collation is to be one of the features.

The committee on revision of by-laws held a preliminary meeting last week for discussion and outlining of the proposed changes, and will come together again at an early date.

THE LIQUOR PROBLEM

in the drug store has been to the front the past few days by reason of the Hurley trial at Salem and several seizures. The case against ex-Mayor Hurley occupied portions of several days. It was brought out in the evidence that the bottle of liquor found in Mr. Hurley's office was carried there by one of the police officers, who found it previously in a spare room over an adjoining fruit store. Testimony as to alleged sales was introduced by the Government. The defense showed that there was no means of entering the store from Mr. Hurley's office overhead, and that Bernard H. Bedanes had been the proprietor of the place since October last. The latter stated that he knew of no intoxicating liquors, except alcohol, having been sold since May 1. Mr. Hurley did not testify. The court has the case under consideration.

LIQUOR SEIZURE.

The Somerville police recently raided the store of Patrick J. Flaherty, Beacon and Washington streets, securing a large miscellaneous collection of liquors. An echo of this seizure was heard at the meeting of the Board of Aldermen of the above city, last week, when one of the aldermen introduced an order revoking Mr. Flaherty's license. After the result of the raid was explained the order was adopted. The Jordan Pharmacy, Wakefield, conducted by Henry M. Goodwin, has also received the attention of the police, who secured two wagon loads of liquors and empty bottles. Thomas J. O'Hara of Salem, was recently fined \$75 for violating the liquor law. Manuel J. Francis of New Bedford, was the recipient of a like fine for illegal sale of liquors; he appealed. The police have also secured a quantity of liquors at the Rockwell Pharmacy, Fitchburg.

EGGS FIGURE IN A ROMANCE.

David R. Smith of Fall River, recently married Miss Celia Gesner. Subsequently he transferred to his wife all of his property, including his business. On July 27, Mr. Smith's store was the scene of a sensational episode. A young woman clerk in the public library, who claims that she was jilted by Mr. Smith, bombarded him, his place of business and belongings, with eggs. Just after Mr. Smith entered the store on the above date, the young woman who had been awaiting his arrival, followed him in, accompanied by a crowd of the curious. Mr. Smith detecting danger in the woman's determined attitude, beat a retreat to the rear of the establishment. The woman proceeded to the soda water counter, seized a handful of eggs and started for the rear of the store. Here her progress was blocked by the clerk. Then the fusillade commenced, but with a woman's proverbial bad aim, the ammunition found resting places on the store fixtures. Meanwhile

the object of her wrath escaped to the cellar, but the clerk succeeded in convincing the woman that Mr. Smith left the place via the rear door. The young woman then went out on the sidewalk, where, after waiting a while, she finally recognized Mr. Smith's carriage standing nearby. Then she threw more eggs, two of which found resting places on the carriage cushion, and one, aimed at the horse, failed of its mark. The incident was closed by the woman leaving the vicinity.

FAITHFUL TILL DEATH.

Herbert E. Bowman, Ph.G. (M. C. P., '95), was the owner of a dog of which he was justly proud. The canine was named "Jack," and he was a watch dog of noted ability, as was proven on the night of his death. Mr. Bowman's store is in Magoun Square, Somerville, and it was "Jack's" duty at night to guard his master's property. Over the store there are tenements in which ten people resided, and on the night in question, all were asleep. They were awakened between 12.30 and 1 o'clock by a great noise, which proved to be the terrific barking of "Jack." As soon as the people were aroused, they became aware, from the smoke percolating into their rooms, that there was fire underneath, and investigation proved that the blaze was in the store and resulted from spontaneous combustion. "Jack" kept on barking until overcome by smoke. His body was found near the door.

A NEW BUNCO GAME.

A bunco game new to this section was recently successfully played in Newton, the schemer being innocently assisted by two druggists of that city. A man went into a Newton Highlands store, hurriedly related a story about his wife being ill, and ordered a bottle of medicine costing a dollar. After securing it, he explained that he had no money, having left it behind in his haste. He also stated that he would return in a few moments, and then rapidly left the store. Instead of coming back, he took a car for another part of Newton, where he entered a store, produced the bottle with the statement that his wife did not care for it and requested the money back. The clerk, supposing that the medicine had been originally purchased there, gave the man a dollar. He left and has not been seen since.

The police are looking for him and, incidentally, trying to decide to whom the bottle now belongs.

ANOTHER GIFT FROM MR. AYER.

The city of Lowell, which in the past has largely benefited by the munificence of Frederick F. Ayer, of New York, has recently received the sum of \$15,000 for the Old Ladies' Home for sundry extensions and improvements. This is supplementary to a gift of \$50,000 received previously. Mr. Ayer has also offered a monument to the city of Salem in memory of Lawrence and Cassabys Southwick, his ancestors, who were persecuted in Massachusetts and in Salem for their Quakerism. The monument is by the well-known artist J. Massey Rhind, of New York.

THE NERVURA FAILURE.

At a recent meeting of the creditors of the Dr. Greene Nervura Company a receiver was appointed. The Pettingill Company was a creditor to the former concern to the extent of \$400,000, but the claim was not presented at the meeting above mentioned. Claims, however, aggregating \$100,000 were proven, the largest being that of a law firm which represented Dr. F. E. Greene, of Moultonboro, N. H., the son of the late Dr. Greene. This claim amounted to about \$28,000. The receiver stated that the assets amounted to about \$46,000; he asked to sell at a price not less than \$8,000.

TALKED ABOUT.

E. B. Moulton, West Warren, has gone out of business.

W. O. Emerson of last year's junior class M. C. P., is clerking at Lyndonville, Vt.

An unsuccessful attempt was recently made to rob the store of J. R. McMinn, Cambridge.

Harry C. Hutt of last year's senior class, M. C. P., is at the City Hospital Dispensary, South Department.

Dr. J. A. Greene of Temple Place, is advertising that he

has assumed charge of the affairs of the Dr. Greene Nervura Company.

Carl J. Harris, who has taken several courses at the M. C. P., has opened a laboratory for analytical work in Worcester.

Reuben G. Coffin is now clerking for J. G. Godding, Ph.G., 278 Dartmouth street.

The drug store formerly conducted by E. A. Graves, Ph.G., corner of Cottage and Dudley streets, and recently closed, has been reopened under new management.

Robert T. Campbell, the former manager of Houghton and Duttons' drug department, and recently arrested for alleged larceny from the firm, is under \$1000 bonds for appearance in the superior court.

It is stated that John Larrabee of Melrose, a former member of the Board of Pharmacy, is about to begin an active campaign for reappointment to the board. If this report is true, the drug trade will not be lacking a live issue for consideration during the next few months.

The last report of the State Board of Health showed the analysis of 101 samples of drugs during the previous month. Of this number 35 failed to conform to the legal standard. The drugs found to be adulterated were aqua ammonia, aqua destillata, extractum glycyrrhizae, ferrum reductum, glycerinum, macis, oleum cinnamomi, oleum morrhuae, sodii iodidum, sodii phosphus, spiritus aetheris nitrosi, sulphur praecipitatum and tinctura iodi.

Massachusetts Association Committees.

President Eli H. La Pierre, Ph.G., of the M. S. P. A., has appointed the following committees:

Executive Committee: E. H. La Pierre, Cambridge; J. F. Guerin, Worcester; P. B. Moriarty, Worcester; L. A. Lamson, Hopedale, and G. B. Cochrane, Hudson.

Delegates to the N. A. R. D.: W. J. Bullock, New Bedford, and P. B. Moriarty, Worcester. Alternates: W. S. Doane, Worcester, and C. H. Packard, East Boston.

On Legislation: Amos K. Tilden, Boston; W. J. Bullock, New Bedford; C. P. Flynn, Boston; C. F. Nixon, Leominster, and G. H. Ingraham, Newton.

On Trade Interests: J. G. Kilburn, Newton; H. D. Smith, Middleboro; J. J. Mahoney, East Boston, and W. S. Doane, Worcester.

On Papers and Queries: C. F. Nixon, Leominster; J. W. Baird, Boston; W. L. Scoville, Boston; Max Cramer, Boston; H. D. Smith, Middleboro, and E. L. Patch, Stoneham.

On Membership: Fred. S. Lewis, Palmer; C. N. Fournier, Fitchburg, and C. A. Curtis, South Boston.

On Adulterations and Sophistications: J. W. Baird, Boston; F. L. Drake, Stoneham; F. A. Hubbard, Newton; W. L. Scoville, Boston, and C. A. Siegemund, Boston.

On Local Organization: G. W. Cobb, East Boston; F. H. Church, New Bedford; G. A. Torrey, Brockton; John J. Tobin, Boston; D. F. Keefe, Springfield; H. A. Estabrook, Fitchburg; C. W. Freeman, Chelsea; F. A. Barker, Gloucester; J. C. Brady, Fall River; R. D. Judd, Gardner; P. B. Moriarty, Worcester, and A. L. Gavin, Roxbury.

To Visit the Governor: Henry Canning, Boston; Amos K. Tilden, Boston; F. L. Pierson, Leominster; P. J. McCormick, Boston; C. F. Ripley, Taunton; C. H. Packard, East Boston; P. E. Klein, Boston; J. C. Brady, Fall River; W. J. Bullock, New Bedford; J. A. Morgan, Medford; W. S. Doane, Worcester; J. F. Guerin, Worcester; C. H. Lamaitre, Ware; A. L. Gavin, Roxbury, and E. H. La Pierre, Cambridge.

On Congressional Legislation: F. A. Hubbard, Newton; W. J. Bullock, New Bedford; W. D. Wheeler, Boston; Henry Canning, Boston; S. A. D. Sheppard, Boston; J. Allen Rice, Milford; J. J. Curran, Holyoke; A. K. Tilden, Boston; F. H. Butler, Lowell; John Larrabee, Melrose; L. G. Heinritz, Holyoke; W. F. Sawyer, Boston; G. M. Hoyt, East Weymouth; Henry Adams, Springfield; C. F. Nixon, Leominster, and W. C. Durkee, Boston.

Delegates to the A. Ph. A.: S. A. D. Sheppard, Boston; W. L. Scoville, Boston; J. W. Baird, Boston, and C. F. Nixon, Leominster.

Delegates to the N. W. D. A.: Henry Canning, Boston; S. A. D. Sheppard, Boston; G. W. Cobb, East Boston; A. L. Gavin, Roxbury, and W. Toppan, Lynn.

Delegates N. Y. Ph. A.: H. A. Estabrook, Fitchburg; J. G. Godding, Boston, and F. L. Carter, Boston.

Delegates N. J. Ph. A.: J. F. Jones, South Boston; J. A. Gilman, Boston, and C. E. Johnson, Boston.

Delegates N. H. Ph. A.: J. W. Colcord, Lynn; H. S. Richardson, Concord, and G. D. Brown, South Boston.

Delegates Maine Ph. A.: C. Ward, Athol; C. F. Ripley, Taunton, and F. M. Hains, Worcester.

Delegates R. I. Ph. A.: J. W. Colcord, Lynn; F. J. Maloney, Worcester, and F. L. Pierson, Leominster.

Delegates Vt. Ph. A.: L. A. Lamson, Hopedale; R. D. Judd, Gardner, and T. A. Brennan, Worcester.

Major's Cement Pays a Dividend.

The stockholders of the Alphonse Major Cement Company, manufacturers of Major's cement for mending china, glassware, household articles, &c., have been notified that a quarterly dividend of 1½ per cent will be paid to the stockholders of this company at the company's office, 461 Pearl street, New York City.

PHILADELPHIA NEWS NOTES.

H. N. Snyder, of Lancaster, was in town last week.

Charles Leedom has returned from a trip South.

C. Pilgrim has accepted a position with G. C. Taggart at Eleventh and Arch streets.

G. C. Taggart is spending his vacation at Atlantic City, traveling backward and forward every day.

A. Swisher, one of J. & J.'s representatives through the State, is spending his vacation in the wilds of Maine.

F. Pettyjohn, of Freeman & Pettyjohn, is spending a vacation in the West visiting his family.

H. B. French, of Smith, Kline & French Company, and family are spending the month of August at Eagle's Mere.

R. T. Blackwood, of Fifteenth and Thompson streets, was made the happy father of a girl on July 24. Here's looking at you!

J. R. Sourman, of Norristown, and connected with the firm of Baker & Grady, died last month. It is rumored that he was to have been shortly admitted to the above named firm.

H. Schmikle has purchased an interest in the upper store of Warren H. Poley. It is rumored that Mr. Poley contemplates retiring from active business.

J. P. Frey, of Sixteenth and Tasker streets, is again distinguishing himself by making ample catches of sheephead and rock fish at Corson's Inlet.

The Tuesday ball games of the Retail Athletic Association are growing in popularity; nearly every member who can get away joins the crowd. It is a question whether the hotly contested games or the frequent birthday celebrations are the attraction.

D. E. Bransome is arranging to spend three or four days fishing, in company with J. P. Lind, of Schandeln & Lind; C. A. McCormick and Eugene Ross, of New Brunswick. The party is to be stag and carried on on strictly blue ribbon terms—perhaps.

A certain West Philadelphia druggist, who is also an M.D., and ordinarily the most dignified of men, is very much worried lest his friends and patients should catch sight of photographs taken by an obliging friend during the Shriners' convention at Atlantic City, showing the dignified M.D. in the laudable act of dispensing frozen ware for the owner of an ice cream business carried on by means of a perambulating donkey.

Duncan Harbaugh, a graduate of the last class of the Philadelphia College of Pharmacy, was drowned recently in Lake Clear, Adirondack Mountains. Mr. Harbaugh was bathing with some friends when he was suddenly taken with cramps, and before assistance could be rendered sank. The body was afterward recovered. He was 24 years of age and quite an athlete. His father, W. L. Harbaugh, is proprietor of a pharmacy at Haverford.

F. R. Rohrman, manager of the Philadelphia Wholesale Drug Company, supposed to have had recovered from an attack of typhoid fever, has had a relapse, and is now lying dangerously ill at his home. Since Mr. Rohrman became connected with the Wholesale Drug Company he has largely increased its business, and its trade has grown so that with the expiration of the present lease larger and better quarters are to be secured.

THE PHARMACY BOARD AFTER OFFENDERS

The Pennsylvania State Pharmaceutical Examining Board is determined to make the druggists live up to their covenants. It is said that there are a number of owners of drug stores in this city who have not and are not complying with the law—that is, to have a registered pharmacist in charge. A number have become very lax in this respect, and within a few days they will be given a severe jolt. Summonses are to be issued this week for five or six druggists who are not abiding by the law, and the papers for the arrest of a number more are being prepared. Besides this, the board is also looking into the sale of household goods which are not up to the standard. It is the intention to have everything coming to the druggist who lives up to the law and to suppress all those who do not.

WESTERN NEWS.

Druggist Arrested for Selling Cocaine—Boys Doped by Fagin—Fined \$50.00—State Board to Prosecute.

(From our Regular Correspondent.)

Chicago, August 1.—Disclosures regarding sales of cocaine have once more stirred up not only the drug trade, but the city in general. The expose came as the result of several boys who had been formed into a gang of thieves by a West Side junk dealer. The boys charged that they had been "doped" with cocaine and morphine, and that they had no trouble buying the drugs at a number of retail stores. A gang of 20 boys is said to have been kept supplied in this manner. Several druggists have been arrested, and more are likely to get into serious trouble before the matter is dropped.

BOYS BUY COCAINE.

The charges have been made by the boys themselves. While the word of a cocaine "fiend" is not to be invariably accepted at par value, it cannot be questioned but that these boys are victims of the drug, and evidence has been produced to prove they bought the stuff of druggists. The victims are pitiable specimens of humanity. They are wasted, thin and pale, and when put in cells they kept pleading for "coke" to ease their suffering nerves. The lads lived in the neighborhood of Clinton and Van Buren streets, within reach of Hull House Settlement. Several of the Hull House residents have taken up the prosecutions, among them Dr. Alice Hamilton and Miss Julia Lathrop.

DEARBORN STREET DRUGGIST FINED FIFTY DOLLARS.

In a case in which George Allen, pharmacist at the National Drug Store, 438 Dearborn street, was fined \$50 and costs by Justice Doyle, the fact was brought out that the sales had been going on for a year. The evidence was worked up by Hull House residents, and other cases are to be begun by them. Louis Re, 438 Dearborn street, has been arrested on six charges of selling cocaine, the warrants having been sworn out by the victims. Adolph Brendacke, 260 Randolph street, was also arrested. Attorney J. S. Dndley says the State Board is procuring evidence in a number of cases.

BROADENING THE FIELD OF INSTRUCTION.

The School of Pharmacy of the Northwestern University has recently broadened its field of instruction, by placing before the student a complete assortment of representative examples of original packages of such sundries and appliances as the druggist is generally called upon to handle, so that each student may be required to familiarize himself with everything that the druggist is called upon to supply in the average drug store.

ANOTHER VERDICT AGAINST THE TELEPHONE COMPANY.

Another verdict for 5 cents in damages has been returned against the Chicago Telephone Company. Constable Small brought the suit because he could not get back his money after he had failed to get a number over the nickel-in-the-slot lines. The verdict was returned by Justice Hurley.

DRUG CLERKS MUST NOT HELP THEMSELVES TO CANDY, ETC.

When a Chicago drug clerk, some time ago, obtained a verdict to the effect that he was justified in helping himself to his employer's stock of candy, cigars, soda water, etc., the case attracted general attention. The druggist, L. Lee Merriman, of 582 West Madison street, carried the case to the Superior Court and won. In reversing the finding of the lower Court, the finding says:

"An employee owes to an employer the duty of honest and faithful conduct. There is no question of custom in this case. There could be none. He was hired as a drug clerk at a certain fixed compensation, and when he took and appropriated the goods of the defendant, whether cigars, candy or merchandise, he violated the duty and trust reposed in him as a drug clerk and forfeited all right to compensation. To hold otherwise would be to place the merchant at the mercy of his employees."

CHICAGO NEWS NOTES.

William K. Forsyth was one of the members of the coroner's jury that fixed the blame for the Glenwood railway wreck.

The W. J. Burda pharmacies at 699 Noble street and 658 North Ashland avenue have been leased by Walter A. Sanoica.

Suits against registered pharmacists who have failed to renew their certificates have been begun by the Board of Pharmacy. Verdicts for \$20 and costs were returned against delinquents.

Following the arrival of triplets in the family of an Austin druggist, Charles A. Bertram, 1901 Milwaukee avenue, has been made happy by the arrival of twins. The race suicide theory seems to be at a discount in this neck of the woods.

Check swindlers, whose operations have been chronicled from time to time in these columns, are again active, they have found several more victims, and all retailers would do well to exercise extreme caution in parting with their cash.

Roger Ruabe received probably fatal injuries while mixing chemicals at a south side veterinary hospital lately. T. A. Kragness, proprietor of the place, was also injured. The place was wrecked. All of which would indicate that horse medicine is sometimes rather strenuous.

A bold hold-up took place in Rhode's Pharmacy, Goethe and North Clark streets, on the evening of July 30. Two young men with revolvers made Mr. Rhode and his clerk, E. Juergens, go behind the prescription case and stand with their faces to the wall. The thieves then took \$45 and a gold watch from Mr. Rhode and \$75 from the cash register. The thieves escaped.

Dr. Charles C. Young has brought suit against the Colbert Drug Company for \$25,000 damages. Dr. Young is at the West Side Hospital, suffering from the effects of an overdose of strychnine. Dr. Young says he was suffering from an attack of heart trouble and asked a clerk in the Colbert store for one-fifteenth of a grain of strychnine. Dr. Young claims he was given two grains.

WESTERN NEWS NOTES.

John G. Bodenshatz has sold out his stock at Lemont, Ill.

At Bellwood, Neb., R. W. Wilkins has succeeded Dr. F. W. Lester.

Gerard E. Rehder of Gladbrook, La., has been succeeded by E. A. Rehder & Co.

The stock of the Logan Drug Company at Logan, Iowa, has been sold to J. B. Mowrer.

A Backyard Botanical Garden.

The scarcity of sunlight is one of the important factors in preventing the development of a city yard as a flower garden, but in West Philadelphia, Dr. Henry Kramer, professor of botany in the Philadelphia College of Pharmacy, has studied out a scheme which has enabled him to make his little side yard a beautiful bit of bloom, although shaded for three-fourths of the day. The flower bed is about 60 feet long, and varies in width from 17 to 31 inches. In this narrow space the grass died, owing to lack of sun, while the ordinary budding plants would not live at all. Under the circumstances, Professor Kramer's special knowledge of botany was brought into play. Making a modest beginning with hepaticas, blood roots and violets in 1901, he gradually extended the experiment until now he has a collection embracing wild geraniums, black snake root, euonymus, menispermum, etc., having in all a total of 114 different species of plants and 500 different specimens. The total effect is really that of a forest in miniature. The whole is charmingly described and illustrated with numerous photographs in a recent Sunday edition of the Philadelphia Public Ledger. The results are wholly charming, and since all the plants in the garden have been collected on botanical excursions in the immediate vicinity of the city, this delightful result was effected without any expenditure except the time and knowledge required to find and transplant those particular specimens which were suited to the environment which Professor Kramer's garden could supply.



A Party of Druggists on Vacation at Colorado Springs.—Snapshotted at foot of Seven Falls. The gentleman on the left will be readily recognized; he is Adolph Stahl, of the Manhattan Drug Company, New York. A. M. Eastland, Sharpe & Dohme's Southern representative, is doing the "circus act" behind, his left foot resting on the burro ridden by Mrs. Eastland, while Robert Hunt and Mrs. Hunt, of Gainsville, Tex., occupy the stage to the right.

CANADIAN NEWS NOTES.

(From our Regular Correspondent.)

E. T. Jones, of Chatham, Ont., has disposed of his business to the A. I. McCall Company, Limited.

Thomas C. Beman, Jr., formerly in business as a druggist in Toronto, died suddenly at the residence of his father in Newcastle, Ont., from heart failure, aged 37. Mr. Beman, who invested in land in Cuba after leaving Toronto, had only lately returned from that country to Canada.

The Gordon-Mitchell Drug Company, of Winnipeg, has obtained a charter of incorporation, the incorporators being John C. Gordon, druggist; William J. Mitchell, druggist; Howard E. Mitchell, manager; Mrs. J. C. Gordon, Harold W. Mitchell, druggist, and Alan C. Ewart, barrister.

R. E. Miller, manager of the Owl Drug Company, California, was in Toronto last week for the purpose of engaging a number of Canadian drug clerks for his company. Mr. Miller, who originally came from Chatham, Ont., has already 23 Canadians among the 250 employees of the company.

PACIFIC COAST NEWS.

Experts Examine Pharmacy Board Accounts—The Board Surplus Must Be Handed Over Each Year to the State-Treasurer—Offices for the Oakland Clerks—Accidental Poisoning at Hospital—Registered in California.

(From our Regular Correspondent.)

San Francisco, July 25.—A failure on the part of the State Board of Pharmacy to make an annual report to the Controller of its expenses and disbursements for three years has caused an investigation of the books and accounts of the board to be ordered by Controller Colgan, and a report by Deputy Controller Douglass has just been made public. It is in substance as follows: At the end of the first year of its founding the board had a surplus of over \$300 on hand, and, instead of turning this money over to the State Treasurer as it should have done, it was deposited in a bank. The second year the surplus amounted to nearly \$1,000, and this also went into the bank. The board now has on hand \$3,403.12. Of this amount \$2,567 comes from the licenses issued to pharmacists and their assistants, while the balance of \$837.90 was derived from the tax on itinerant venders of drugs. This money will be turned over to the State Treasurer, and will be placed in the Pharmacy Contingent Fund, which will be available for the use of the Pharmacy Board should its receipts fail to cover its expenditures. With the money so placed, the board cannot draw on it at random, but must apply for what it wants by presenting a claim, which must pass the Board of Examiners before a warrant for the money can be issued.

The auditing of the accounts of the Board of Pharmacy is entirely separate from the investigation of the methods of the board that has been instigated by Governor Pardee on complaints of unfairness made by graduates of the College of Pharmacy of the University of California, which latter is set for the end of August.

OAKLAND DRUG CLERKS ELECT OFFICERS.

The following were installed by the Drug Clerks' Union of Oakland at a special meeting on July 5: President, F. von Klefferdor; first vice-president, Miss A. Fray; second vice-president, J. A. Basham; recording secretary, V. L. Schaffer; financial secretary, J. H. McHaffie; inside guard, Chas. Brink; trustees, Miss Alice McCord, H. C. Atwood and Arthur Griesche.

MISTOOK CORROSIVE SUBLIMATE FOR EPSOM SALTS.

Miss Stella Whitley, a nurse at the Marine Hospital, caused the death of Frans Johnson, a sailor, by giving him poison in mistake for medicine, and has been arrested on a charge of manslaughter. The poison that caused the death of Johnson was bichloride of mercury. Miss Whitley administered it in mistake for magnesium sulphate. The bottle containing the poison was colored green, had a glass stopper, bore two poison labels, and the name of the poison was written in big, black letters. The bottle containing the epsom salt was colorless, had a cork stopper, was smaller than the other bottle, and bore the name of its contents in bold letters. Still, one was mistaken for the other. The nurse was released on \$2,000 bonds.

REGISTERED BY THE CALIFORNIA STATE BOARD.

The California State Board of Pharmacy at their last examinations, held July 11, 12 and 13, registered the following as either licentiates or assistants in pharmacy: Licentiates—Geo. H. Guernsey, Violet C. Salter, E. H. Nohrden, Clarence Vellguth, Thos. D. Trueworthy, Ralph A. Eberle, Duncan F. Stewart, Chas. W. Banfield, Geo. M. Brommel and Walter L. May. Assistants—F. W. Pottle and Chas. S. Briggs. The next meeting of the board will be held at Los Angeles on October 4, to be followed by one at San Francisco on October 11.

COAST BREVITIES.

Osgood Bros. have opened a branch store at Twelfth and Washington streets, Oakland, Cal. Their other store is at Seventh and Broadway streets.

N. A. Bley, of Winslow, Ariz., has purchased the Perfection Pharmacy, of Whittier, Cal., from G. W. Little. J. M. King, formerly manager, still remains.

J. J. Wadhams, manager of Kerr's Pharmacy, of Jackson, Cal., was recently married to Miss Mildred A. Wilds, of San José, Cal. They reside at Globe Hotel, of the former place.

Percy W. Polk, Ph.G. (U. C. P., '03) has opened an attractive pharmacy at Upper Lake, Cal., his home town, and is substantiating his contention that the town could afford to sport a drug store.

The City Council of Oakland, Cal., has been petitioned by the town druggists to reduce the liquor license from \$15 to \$10 per quarter, and also to be allowed to sell small quantities of liquor in emergency cases without requiring a physician's prescription.

At the last meeting of the Santa Rosa Druggists' Association it was decided to change the hours of business on Sunday from 10 to 2 o'clock to 8.30 to 12.30 o'clock. This will give the same number of hours, but will not cut up the day so badly. As formerly, one of the drug stores will, in its turn, remain open all day for the accommodation of the public.

'FRISCO NEWS.

The Owl Drug Company has opened a branch store on Geary street near Grant avenue.

Dr. H. G. Martin, of Oak and Gough streets, has sold out his place to F. H. Shanks, M.D., formerly of the Fiji Islands.

Assistant Chemist H. C. Costa, of the Board of Health, has handed in his resignation, which was accepted, and Dr. G. W. Goodale was appointed to the vacancy.

"Chris" Geisler, formerly of store No. 4 of the Union Drug Company of this city, who left several months ago to prospect the mines of Arizona, has at last located in Miller's drug store of Los Angeles, Cal.

Philip Flatow, of 600 Geary street, has left for a trip East, intending to take in the St. Louis Fair. I. P. Flatow, Ph.G., who just graduated from the U. C. Pharmacy College, has charge while his father is away.

Two teams from Redington & Co. and Langley & Michaels, wholesale drug firms, recently played an interesting game of baseball at Recreation Park, Ninth and Bryant streets. Mr. Seffer, of the Bio Plasman Company, was the umpire, and his decisions to the tune of "20 to 6 in favor of the R. & Co.'s" gave satisfaction to all.

George Dahlbender, manager of store No. 4, Union Drug Company, was away on a two weeks' sojourn with C. L. Barrington, manager of store No. 5 of the same firm. Some of their time was spent in beautiful Palo Alto. David C. Moore, of the former store, was also away on a vacation for one week. He "fanned" away most of his time under the shades of Monterey's spreading locust trees. Mrs. Moore accompanied him.

Dr. Albert Schneider, of the College of Pharmacy of the University of California, is devoting a month to lichenology and bacteriology at the Minnesota Marine Biological Station, Point Renfrew, B. C. He will then proceed to Kansas City to represent the college at the A. Ph. A. meeting, and read several papers. With Professor Searby, who has fathered the movement, Dr. Schneider has formulated resolutions favoring a more satisfactory standard of matriculation requirements for prospective students in pharmacy.

Considering the Customs Classification of Camphor.

The controversy between importers and the Government over what constitutes the proper customs classification of Formosa camphor has been revived. A. H. Washburn, counsel to the Treasury Department before the Board of U. S. General Appraisers, has been directed by the Treasury Department to bring a new case for trial. The point at issue is whether camphor imported from Formosa is crude or refined. Obviously, the final settlement of this point is of direct interest and importance to all users of camphor. If the camphor is held to be crude it will be entitled to entry free of duty, but if refined it must pay a duty of 6 cents a pound. Some time ago the Board of General Appraisers held that the material was in the crude condition. The collector was then directed to appeal the case to the Circuit Court, but he was unable to do so within the statutory time, so that now a new case must be prepared.

The Drug and Chemical Market

The prices quoted in this report are those current in the wholesale market, and higher prices are paid for retail lots.
The quality of goods frequently necessitates a wide range of prices.

Condition of Trade.

NEW YORK, August 6, 1904.

There has been a steady regular inquiry for goods in the various departments during the past fortnight, though the market is not characterized by any special activity, and round lots move slowly. Trade on the whole may be said to be of the character that always prevails during the vacation season when importers, dealers and manufacturers all avail themselves of an opportunity of relaxation. On most staples prices are maintained with firmness, the fluctuations during the period under review being mostly of minor consequence. Peppermint oil loses none of its strength in the face of conflicting reports regarding crop prospects, and HGH is indeed commanding slightly higher prices. Quinine is slow of sale despite the strong tenor of advices from London, and the fact that at the auction sale at Batavia on the 3d inst. the same values were obtained as at the preceding sale in June. Opium sells in a retail way only, and the market is characterized by an utter lack of animation. Some surprise has been expressed at the weakness in menthol, there being a disposition on the part of some holders to urge sales at price concessions, despite the conditions in the Far East, which make future shipments uncertain. Medical supplies are not generally considered contraband of war, and the operations of the Russian Vladivostock fleet do not appear to be causing much concern among large dealers, but the Knight Commander, which was destroyed by the Vladivostock fleet, carried a considerable quantity of sugar of milk. All Chinese and Japanese products are naturally held with increased firmness in view of the advance in marine and war risks by the underwriters. Cod liver oil has sold at lower prices in the interval, and a decline in the price of quicksilver has led the manufacturers of mercurial preparations to make a general reduction.

HIGHER.

Senega root,
Peppermint oil,
Spear-mint oil,
Tansy oil,
Sassafras bark,
Lady's Slipper root,
Golden seal root,
Serpentaria root,
Sarsaparilla, Mexican,
Berberis aquifolium,
Acetic acid,
Coriander seed.

LOWER.

Cod liver oil,
Menthol,
Carbolic acid,
Mercurial preparations,
Saffron, American,
Canary seed,
Blood root,
Yerba santa,
Grindelia robusta,
Bayberry bark,
Elm bark,
Gum chicle,
Atropine,
Ipecac, Rio.

Drugs.

Alcohol, grain, is maintained steadily at the previously established range of \$2.43 to \$2.45, the decline mentioned in the preceding issue applying only to molasses alcohol, which is quoted at \$2.38 to \$2.40.

Atropine prices have been revised by the manufacturers to the lower range of \$4.30 to \$4.60 for pure alkaloid and \$3.50 to \$3.70 for sulphate, as to quantity.

Balsams.—Copaiba, Central American, is attracting most attention at the moment, but demand does not yet rise above jobbing proportions, and the sales are at previous prices, or, say, 31½c to 35c, as to quality and quantity; Para is quiet without quotable change in price. Fir, Canada, is seasonably dull, though firm under light supplies at the range of \$3.50 to \$3.75; quotations for Oregon are more or less nominal at \$1.00 to \$1.10. Peru is slow of sale, and nominally unchanged at \$1.00 to \$1.05. Tolu is quiet, but prices are maintained with a fair show of steadiness at the previous range of 20c to 25c.

Barks.—Bayberry has dropped a notch or two in the interval, and quotations are now 6c to 7c, as to quantity. Buckthorn is in moderate jobbing demand, with numerous sales

at the range of 6c to 7c. Cascara sagrada has developed no new feature of importance since our last, sales being rather slow at the reduced range of 10c to 16c, as to quality and quantity. Elm, select, reflects the dullness of trade and improvement in supplies, for it is offered more freely at a reduction to 30c to 35c. Sassafras is held with more firmness, owing to scarcity, and quotations have been advanced to 9c to 10½c. Soap meets with some little attention, and in a jobbing way 4½c to 5c is named for whole and 5½c to 6c, as to quantity, for crushed.

Buchu leaves, short, are dull and nominally unchanged at the previous range of 16 to 18c, as to quality and quantity.

Cacao butter is finding a steady, moderate outlet, with up to 29½c asked for Van Houten's, and goods in boxes quoted at 32½c to 34c.

Cannabis indica continues held and selling at the range of 95c to \$1.05, and holders abate none of their firmness in view of the present scarcity of supplies.

Cantharides are not taken with any spirit, but holders manifest considerable firmness in view of the scarcity of supplies, no disposition being shown to shade the previous range of 84c to 85c, as to quality and quantity; Chinese held at 38c to 40c.

Chamomile flowers are held with increased firmness, a steady, moderate demand being experienced for both new crop German and Roman, sales of the former being reported at 11½c to 15c, and of the latter at 10c to 12c.

Cocaine has been in better demand of late, and manufacturers' quotations are steadily maintained on the basis of \$3.50 to \$3.70 for bulk, as to quantity.

Cod liver oil is seasonably quiet and the arrival of new oil from Norway has not helped the situation. There are rumors of sales at concessions from the established prices, and buyers and sellers appear to be apart in their views, though the range is maintained at \$44.00 to \$47.00 a barrel.

Colocynth apples continue scarce and firm, but important demand is yet lacking, and previous prices of 37c to 45c for Trieste, as to quality and quantity, still prevail; Spanish held at 27c to 28c.

Cubeb berries have not sold more freely since the decline in price was announced, buyers appearing to confine their operations to small jobbing quantities at the range of 8c to 8½c for XX.

Cuttlefish bone is in fair demand, and prices are maintained at previous range of 15c to 16c for Trieste, 50c to 52c for jewelers' large and 52c to 54c for jewelers' small.

Ergot is irregular and unsettled in sympathy with corresponding conditions abroad, though the previous range is yet quoted, or, say, 32c to 35c for both Russian and Spanish.

Glycerin is seasonably dull, and competition has had an unsettling influence, with C. P. in drums reduced to 14c to 14½c, as to quantity, and cans to 15c to 15½c.

Guarana is meeting with little attention, but holders are firm in their views at 70c to 75c, as to quality and quantity.

Haarlem oil is easy at \$1.75, which is now named by the principal importers, though \$1.85 is named for small lots.

Lycopodium is held with increased firmness despite an absence of important demand. The situation abroad influences holders to offer with reserve, and nothing is now obtainable below 69c, while up to 72c is asked for Pollitz.

Manna is held with less firmness, the sales of small flake during the interval being at 26c to 28c, as to quality and quantity. Sorts are not inquired for and are quoted nominally at 24c to 25c. Large flake is held at 45c to 50c, with little offering at the inside price.

Menthol remains in a very unsatisfactory condition. While some holders are disposed to quote at an advance, owing to the

reports from the Far East, where interference with the passage of supplies is feared, owing to the operations of the Russian Vladivostock fleet, buyers manifest extreme indifference, notwithstanding the fact that holders have reduced spot quotations to \$4.15 to \$4.25, and lots of five and ten cases have been offered at \$4.00.

Messina essences are generally quiet. Our own correspondent, writing under date Messina, July 16, says, with regard to lemon, that only a limited business has been transacted at 2s 5d per lb.; buyers' ideas do not rise above 2s 3d. An active demand is experienced for bergamot and sweet orange, but sellers are not offering with any freedom at the last quoted prices—namely, 7s 6d for bergamot and 6s 6d for orange.

Opium has ruled quiet during the interval, the business transacted seldom rising above jobbing proportions, but the tone of the market continues steady, with quotations well sustained at \$2.67 for cases and \$2.70 to \$2.72½ for broken lots. Powdered is quiet, but unchanged, at \$3.25 to \$3.30, as to test and quantity.

Quinine has received very little attention from the consuming trade during the past fortnight, and the market is without new feature of interest. Bark prices at the Amsterdam auction on July 28 were a shade lower, but nearly the whole quantity offered was sold. At the auction of Java salt in Batavia on the 3d inst. the same prices were obtained as were paid at the June auction. On the spot manufacturers' prices are unchanged, 23c being yet named for bulk in 100-ounce lots. Java is selling from second hands at 21c to 21½c and German at 22c to 22½c.

Tonka beans are in better supply and holders are easier in their views, though values for Angostura are nominally unchanged at 55c to 60c; Surinam is lower at 23c to 25c, as is also Para at 14c to 17c.

Vanilla beans, of the new crop, are arriving, and the market for Mexican is somewhat easier at \$3.75 to \$8.25 to whole, and \$2.50 to \$3.75 for cut, as to quality and quantity. The range of prices for Tahiti is 55c to 90c, as to quality and quantity.

Vanillin is finding a moderately active sale in a jobbing way and the market is well sustained at 55c to 60c, as to quality and quantity.

Chemicals.

Acetic acid has advanced in sympathy with the increased cost of raw material, the revised range of prices being as follows: 28 per cent., for barrels in carload lots, \$2.05; carboys in carload lots, \$2.25, and smaller quantities, \$2.40 to \$2.50; U. S. P., 86 per cent., barrels in carload lots, \$4.35 to \$4.55; carboys, \$4.55 to \$5.10.

Alum is in moderate request and values are steady at \$1.75 to \$1.80 for lump and \$1.80 to \$1.85 for ground.

Arsenic is moving out fairly in small quantities with the sales of white at 8.05c to 8½c, as to quality and brand, and red at 6½c to 7c.

Blue vitriol is held and selling in a jobbing way at 5½c to 5¾c, as to quantity. Brimstone, crude seconds, remains quiet, but supplies are moving steadily into channels of consumption at \$21.75 to \$22.00.

Carbolic acid is lower as the result of competition among holders, a 1c decline, bringing the range for bottles to the basis of 21c to 22c; acid in drums has been selling lately at the lower range of 13c to 15c.

Citric acid is selling quite freely and prices are maintained with a good show of steadiness at 32c to 32½c.

Cream of tartar is meeting with rather more inquiry, and the market is quoted firm at 24½c to 24¾c for crystals, and 24¾c to 25c for powdered.

Mercurial preparations have been reduced in price as follows: Calomel 77c to 79c; corrosive sublimate, lump, 68c to 70c; powdered, 78c to 80c; red precipitate, 87c to 89c; white precipitate, 92c to 94c; mercury and chalk, 38c to 34c; bisulphate, 53c; ointment, 29c to 39c, all according to quantity. The jobbing quotation for quicksilver is now 56c to 60c, as to quantity.

Nitrate of soda is firmer, owing to scarcity, with 95 per cent. quoted at \$2.17½c and 96 per cent. quoted at \$2.20c.

Nitric acid has developed an upward tendency, and 4¾c and upward is named as to quality and quantity.

Picric acid is held at an advance in sympathy with the foreign market, and the revised spot quotations are 28c to 35c.

Stearic acid is weaker and holders have reduced prices to the range of 9½c to 10c for single press, 10½c to 11c for double press, and 11½c to 12c for extra quality.

Tartaric acid is in good seasonable demand, with the sales at 31½c to 31¾c for crystals, and 31¾c to 32c for powdered.

Essential Oils.

Anise is maintained with more firmness in the face of stronger advices from primary sources, and quotations at the close showed an advance to \$1.15 to \$1.25, as to quality.

Bay is in steady, moderate demand, with sales at \$2.40 to \$2.60.

Cajuput is jobbing very slowly at 62½c to 70c, but the market is steady in tone at this range.

Camphor still attracts some attention and the market is steady at 9c to 11c, as to quality and quantity.

Cassia is very firmly held; while 70c would buy 75 to 80 per cent. in a small way, most holders ask 75c.

Citronella continues quiet, but the market is steady in tone at 23c to 24c.

Clove is offered more freely and buyers of round lots could probably shade the inside quotation of \$1.10 for cans; bottles are held and selling at \$1.15 to \$1.20.

Copaiba remains quiet, but the quotations of the market are maintained at 75c to 85c.

Peppermint has moved into firmer position, and while HGH is quoted at \$3.60 for single cases, holders refuse to part with the oil at this figure, and the quotation for round lots on offering is \$3.75. Bulk is without quotable change at \$3.50 to \$3.75 for round lots, though small offerings are made in some quarters at a shade under this figure. A good many contradictory reports are in circulation regarding crop prospects. While it is believed in this market that next season's crop will be a large one owing to the rainy weather that has prevailed of late, a leading Western distiller says the total yield this year will be 20,000 to 50,000 pounds less than last year, owing to the unfavorable conditions that prevailed in the early spring. The truth probably lies somewhere between the two statements, and while the total yield may not exceed that of last year, it is generally believed that it will not fall short.

Sassafras is in demand and firmer, but quotations are nominally unchanged at 29c to 31c.

Spearmint is fractionally higher, the quotations at the close being \$4.50 to \$4.75.

Tansy has advanced in the interval and sales are making at \$3.75 to \$4.25.

Gums.

Aloes is selling only in small quantities, but there has been no change in the quotations from the hands of the trade, Curacao being held at 3¾c to 4c, and Cape at 10c to 18c.

Asafoetida is passing out actively into consuming channels, and values are maintained steadily at the previous range of 19c to 22c, as to quality and quantity.

Camphor has not changed in the interval, though there is talk of an impending advance. Supplies are overabundant and quotations are firmly maintained at 62c to 62½c, for barrels and cases.

Kino is held steadily at 17c to 20c in view of the limited available supply.

Myrrh is in light supply and firm with siftings held at 20c to 22c and sorts at 23c to 25c.

Tragacanth is held with more firmness, in view of stronger cable advices from abroad, but sales are yet making at 30c to 35c for Aleppo, and 35c to 90c for Turkey.

Roots.

Alkanet has developed increased firmness, and some holders decline to shade 6c, though sales are making at 5¼c.

Althea is held at the range of 12c to 13c for whole, and 17c to 18c for cut, but the demand momentarily is light.

Berberis aquifolium has advanced, owing to scarcity, and 12c to 12½c is now named.

Blood reflects an easier tendency, and local dealers have reduced quotations to 10c to 11c.

Colchicum bulb is higher, owing to scarcity, 12c to 13c being now asked.

Golden seal, spring dug, is offered on the spot at \$1.10, while up to \$1.50 is paid for prime fall dug.

Ipecac has eased off a trifle, owing to competition, and sales of Rio were at \$1.15 to \$1.25; Carthagena is maintained at \$1.10 to \$1.15.

Lady's Slipper has developed some scarcity, and prices are generally higher, 25c to 26c being now asked.

Sarsaparilla, Mexican, has remained dull, and values show no change from 13c to 14c; Honduras held at 24½c to 26c.

Senega is held at the full price of 68c for Western.

Serpentaria has shown more activity since our last, and values are maintained firmly at an advance to 36c to 37c.

Seeds.

We have few new features of interest to report in this department. Canary is in limited supply and the market is firmer, with Smyrna held at 6c to 6¼c, and Sicily at 6½c to 6¾c. Coriander has developed increased firmness, owing to strong cable advices, and local dealers decline to shade 4½c to 4¾c for natural, and 5c to 5¼c for bleached. Mustard, California yellow, is firm at the recent advance to 4c to 4¼c.

Norwegian Cod Fisheries for 1904.

United States Consul Cunningham, of Bergen, Norway, writes as follows:

Under date of May 28 the Norwegian cod fisheries have practically come to a close with a total catch of 42,774,000 fish from all the cod fisheries of Norway. From this catch, about the same quantities of klipfish, stockfish and salted and dried fish have been prepared as has been for the past two years. The season's catch has produced to the present about 13,050 barrels (30.8 gallons per barrel) of codliver oil, or more than five times the quantity produced from about the same number of fish in 1903.

The following table will show the number of codfish caught from Norwegian fisheries for the last three years and the production of prepared fish and codliver oil to this date (May 28) in each year:

Years.	Heads.	Hung.	Salted.	Codliver oil. Gallons.	Train oil. Gallons.	Boe Gallons.
1904...	42,800,000	14,000,000	28,000,000	392,000	179,000	622,000
1903...	42,000,000	13,900,000	28,400,000	70,000	165,000	605,000
1902...	41,200,000	10,800,000	29,500,000	575,000	498,000	841,000

Stockfish constitute the bulk of hung fish and klipfish the salted. This table cannot be of any great assistance in reaching the quantity of the various kinds of fish prepared from the cod, but it will at least show the ratio of the entire catch which is salted.

The famous Lofoten fisheries furnish the bulk of the fish caught, it being the largest and most certain of these fisheries. However, the Capelan fisheries in Finmarken have been pretty good this season, and from these have been caught 5,200,000 heads of the above, which produced 86,000 gallons of medical codliver oil. This, as well as the product of smaller fisheries, is included in the above table. The Capelan fisheries are more variable and less certain than any other of the periodic fisheries, because they are more frequently visited by severe storms, which prevent the catching of this fish. This year the storms have interfered very much, for the fish seemed to be in great abundance along this coast. With good weather and plenty of bait, which has been scarce, some good fishing could be expected from Finmarken still, as there are more than 3,500 boats

engaged in these fisheries, and fish apparently abundant this last week.

The only secondary product which concerns the American market is that of codliver oil. This important article of commerce, the best of which comes from the Norwegian fish, will not be in as great quantities as it was a few years ago, but this year's output is more than five times what it was in 1903. As a result of this increase the price has been gradually declining and the sales have not been very great. As yet the market is inactive, there being a belief that the quantity of the new oil will justify a further decline. Let this be as it may, it must be remembered that this is not an average yield and follows immediately a year of almost a failure. While this is a somewhat larger yield than the preceding year, yet the quantity falls far below the average of other years. The quotation at this date is about \$42 per barrel.

I have had several inquiries from the United States for the names of exporters of stockfish, so, for the benefit of importers, I give a list of a few exporters of the principal products of the cod fish.

EXPORTERS OF CODFISH, INCLUDING STOCKFISH, KLIPFISH, ETC.

Mowinkel & Son, Mowinkel & Co., Wollert Konow, Joachim Hansen, Jens Gran & Son, J. E. Lehmkuhl, Wm. A. Mohn and Albert Mohn, Bergen.

EXPORTERS OF CODLIVER OIL.

Isdahl & Co. and Johan Thesen & Co., Bergen; Peder Devold and Otto S. Jervell, Aalesund; Joh. Rye Holmboe, Tromsø, and Christian Johnsen, Christiansund.

Too Many Drug Clerks in California.

The San Francisco Drug Clerks' Association writes us as follows: "We beg through the columns of your valuable paper to call the attention of the drug clerks throughout the country to the fact that the city of San Francisco and the State of California are at the present time, and have been for the past six months, a poor and unsatisfactory field for those seeking employment in the drug line, owing to the large influx recently of drug clerks to this State. This condition has been brought about by misleading advertisements for drug clerks in some of the Eastern papers, and also by the fact that there is at present an organization, known as the California Promotion Committee, who are actively engaged in spreading literature broadcast through the country calling attention to the superior climatic condition and abundant resources of California. As a result of the committee's thorough work there has been a large number of visitors and settlers to this coast. Naturally there has been a certain proportion of this number that are drug clerks, and for the reason given the market is glutted and for every vacancy occurring there are several applicants. Add to this the rigid examination necessary to pass the State Board of Pharmacy, and you can readily see that California is hardly a desirable field for the drug clerks at present. Deeming it our duty to warn those drug clerks who contemplate coming to this State of the existing deplorable conditions, so that they will not meet with the disappointment of others that have preceded them, we earnestly request you to publish this communication."

We enumerate below a few of the special lines carried by the American News Company, 39-41 Chambers street, New York: Autograph, Photograph and Postal Card Albums; Collar, Necktie, Glove and Handkerchief Boxes; Fancy Box Papers; Glass Inkstands; Games of All Kinds and Descriptions; Glass Medallions; Smokers' Sets; Magic Lanterns; Manicure Sets; Work Boxes; Photograph Frames; Pocket Books and Wrist Bags in the Latest Novelties; Toilet Cases in Celluloid, Ebony, and Metal; Toy Books of All Sizes and Prices; Traveling Cases; Christmas Cards, etc. They offer most advantageous terms to druggists on the lines mentioned. Write them for free copy of most instructive catalogue.

Opportunities for Export Trade

[Written for the American Druggist.]

THE DRUG TRADE IN MEXICO.

BY WALDEMAR HEYERDAHL,

City of Mexico.

The trade center of the republic of Mexico constitutes that part of it which comprises the middle States on the plateau, such as Guanajuato, Hidalgo, Mexico, the Federal District, with the City of Mexico (the latter as the heaviest distributing point) and thence sloping down toward the Gulf of Mexico to the port of Vera Cruz, including the important State of the same name. It is in these parts of Mexico where population is

chemicals and accessories to the drug trade generally find a ready market for their goods when properly pushed by active and intelligent traveling salesmen or resident representatives acquainted with the language and customs of the people. Such representation, however, is absolutely necessary in order to insure any adequate success.

MEXICAN MERCHANTS CONSERVATIVE AND FAILURES FEW.

Mexican merchants as a rule are conservative and quite safe to deal with, and failure in business is of very rare occurrence indeed. The manners of the Mexicans are extremely courteous and very polite. They take life easily and do nothing in a hurry. Life among them, after once you become acquainted with their ways, the conditions and mode of existence



The New Pharmacy of A. Vargas, City of Mexico.

the densest and the towns closer together than farther north, south or east, where the country is but sparsely settled comparatively, and towns and villages far apart; and in speaking of the Southern States, such as Chiapas and those along the Pacific Coast like Sonora, Linaloa, etc., nearly isolated from direct communication with the rest of the community. It will take some years before the various railroad extensions now building will open up these fertile regions which are destined at some future day to play an important part in the business development of Mexico. Meanwhile the central States first spoken of, with their numerous and populous cities connected by a net of railroads well equipped for freight and passenger traffic, which is constantly on the increase, constitute the business center of the republic and where the bulk of importations are received and whence they are distributed.

IMPORTATION OF AMERICAN PRODUCTS INCREASING.

The consumption of American products in all lines is steadily increasing, and the dealers and manufacturers of drugs,

in a country so different from your own, is very pleasant indeed, and you soon become identified with them, and most foreigners, after residence of any duration, always yearn to get back to these sunny climes with their grand and lovely scenery and kind people. The Mexican merchant prefers to do business with a salesman, representative or firm who has gained his confidence, and whom he regards as a friend, and in that case will often overlook even offers of lower prices of firms unknown to him and deal exclusively with his friend.

SENTIMENT A FACTOR IN BUSINESS.

Business has an amount of sentiment and sympathy in Mexico, which is quite unknown in the North. Hence the great importance of salesmen inspiring sympathy and holding the intimate friendship of their customers.

In the City of Mexico many stores present a fine appearance. Drug stores in American style have been opened up lately also, within the last two years three first class equipped stores of this type.

The accompanying illustration represents the exterior of the new store of A. Vargas, sucra. Drogueria del Elefante of Mexico City, who do a good business, both wholesale and retail in drugs, chemicals, patent medicines and sundries.

Among the retail stores I will not omit to mention the reliable establishment of Botica de la Palma, owned and run by Professor du Forlay G. Lorenz. This gentleman is an Austrian and has won the confidence and esteem of many friends and customers. The exterior as well as interior view of his store is given herewith.

CARLOS FELIX & CO.

Carlos Felix & Co. own one of the leading stores of this kind in the City of Mexico. They are an old established firm and command a large share of the trade in their line. They are extremely popular with the American colony and, in fact, with

store in the Republic that can surpass the immense establishment of J. Labadie Sucrs. & Co., of No. 5, calle Profesa. Their large and handsome store rooms are fitted up in the most attractive style, and it is safe to say that the stock is one of the largest and finest to be found in any city of the country. The firm of J. Labadie Sucrs. & Co. is among the oldest in the city, being founded in 1805 by Julio Labadie, and since continued by Messrs. Hector and L. H. Labadie. The reputation of the firm has always been of the highest, and they stand high in the business circles of Mexico City. Their vast establishment has always been favorably known to the general public, not alone on account of the superior grade of goods carried, but also for the attractive appearance of the store. In this store can be found a large and well assorted stock of pure drugs and chemicals, exquisite toilet articles, fine perfumes, extracts, soaps, brushes,



Botica de la Palma, owned by Guillermo Lorenz, City of Mexico.

all the people in the city. This is no doubt due to the fact that they carry one of the best lines in the city and are known to be perfectly reliable and trustworthy in all their dealings. Another thing which has no doubt added to their popularity and rapidly growing trade is the great courtesy and obliging spirit with which they treat their customers. The firm was originally started in about 1870, but it was not until 1882 that the present proprietors took charge of the store. Ever since that time the business has been rapidly increasing and is continuing to do so to-day. This completely stocked store is located on Calle 3a. San Francisco No. 4, and has in connection an acid factory on La Viga Canal. At the factory on the La Viga Canal the firm employ nearly 100 hands in the manufacture of acids and heavy chemicals of all kinds and sulphate of soda. These goods are sold all over the republic in great quantities and are well known for their fine quality. Carlos Felix & Co. are constantly increasing their already large stock and are more and more making a specialty of American goods for the American trade.

J. LABADIE SUCRS. & CO.

For elegance of its appointments, completeness of its stock, popularity and general reliability, there is no average drug

sponges and toilet requisites of every description. The most noted and reliable brands of patent and proprietary medicines are carried. The immense stock of goods is perfectly arranged and systematized, and it is with the greatest ease that customers can look over the various departments. One of the departments is devoted to a stock of the finest wines and brandies, another to bottles and druggists' glassware, another to roots, herbs, leaves, &c., used in the making of many medicines; another to physical and chemical apparatus, and so on throughout the vast building. The wall paper department must not be forgotten, for it is, without doubt, among the most completely stocked displays in this city. The designs are all of the latest and most approved style, and the paper all of the best French and American manufacture. Two large rooms are devoted entirely to this stock of wall paper. The camera and photographic department, too, may be mentioned. Here will be found everything that pertains to photography. There are cameras of every make, both for the amateur and professional artist. The stock of accessories is complete in every detail and embraces every known appliance used in photography. Pictures are developed and printed for those who do not care to do this work themselves with the greatest care and skill. Another ac-

commodation which is provided by this firm is the free use of five finely fitted up dark rooms. These are absolutely free to patrons.

The prosperous condition of this great store is, no doubt, due in a great measure to the present manager, Mr. E. Zarauz. Mr. Zarauz has acted in this capacity for the last four years, and his courteous and pleasant disposition and his efforts to do all in his power for the comfort and convenience of patrons have, no doubt, won many friends and customers for the firm.

JOSE UIHLEIN SUCRS.

The old established house of Jose Uihlein Sucrs., calls for special recognition, as it is not only one of the pioneer drug houses of the city, but one of the largest in the republic. The business was organized in 1826 by Jose Uihlein, and this early foundation makes it the oldest among such concerns of the city. In 1852 the original firm was succeeded by A. Holting & Peyersfeld, and this firm in 1865 by Holting & Anderssen, who in 1889, were followed by Anderssen, Suchy & Zinser. In 1901 the present proprietors, Messrs. B. Suchy and J. Zinser acquired the ownership and have since controlled the affairs of the store. These gentlemen have been with the house for a period of 30 years and are thoroughly familiar with all its workings, and this they have shown in the capable way they have managed its business since acquiring possession. The firm occupy three floors of the building at No. 3 Colisco Nuevo, with an immense stock of drugs, chemicals, chemical glassware, &c. They do both a



Interior View of Botica de la Palma, City. of Mexico.

wholesale and retail business and have a force of traveling men on the road continually. Their goods are well known all over the country and bear an excellent reputation for their high grade qualities and superior points. Some idea of the huge business transacted by this firm may be gathered from the fact that they employ over 40 men in the store and use 1000 square meters of floor space on each floor with their big stock. A very complete and varied stock of drugs, patent, proprietary medicines and chemicals is carried, and a fine assortment of chemical glassware for use in the druggist trade.

THE AMERICAN DRUG STORE.

The American Drug Store, of Mexico City, can lay claim to having one of the most attractive and best stocked establishments of its kind in the city. This store is located on Puente de San Francisco street, No. 13, near the east end of the Alameda, in the heart of the city and within easy reaching distance of all residents. It was opened two years ago by Messrs. Schmitz and Sanborn, but the latter gentleman has recently disposed of his interest to Mr. Schmitz, who will continue to conduct the business under his own name, in connection with his old place, the well-known Botica del Hospital Real. The prescription department of the American Drug Store is in charge of skilled and competent clerks, and the public may be assured of absolute accuracy in the filling of physician's prescriptions and family receipts. The force of men employed will soon be completed by the addition of a graduate from one of the leading pharmaceutical schools in Germany, a gentleman who has besides prac-

tised his profession for many years in England, France and other European countries. The department will then be in charge of three graduate pharmacists, representing a thorough and cosmopolitan experience, thus making this store convenient and reliable for all nationalities. While the American Drug Store does essentially a prescription business, there will be found a complete stock of fresh drugs of every description, patent and proprietary medicines, toilet and fancy articles, perfumeries, etc. The line of foreign drugs and accessories, especially American goods, is certainly as complete in its scope as that of any other drug store in the city.

CARELESS PACKING.

One drawback I have found which has impeded a still larger trade development with Mexico is the poor way of packing goods by American manufacturers and their stubborn opposition in some cases to conform to requirements so totally different from those prevailing in their own country. Another factor which retards the increase of consumption of foreign products generally, and American goods particularly, has been the rate of exchange, which of late years was very high, due to the heavy decline in value of silver, which is the money standard in Mexico.

VARIABLE RATE OF EXCHANGE.

About 14 years ago, when I first set foot on Mexican soil, the exchange was 32 per cent. to 40 per cent., which means \$1.32 to \$1.40 Mexican currency for each American dollar, and during the following years this rose slowly but steadily, till reaching about the middle of last year its maximum of 179 per cent., or \$2.79 for each American dollar, attended by constant fluctuations, but since then declining a little, and actually at present writing fluctuating between 115 per cent. and 130 per cent. By the figures it can be easily seen to what extent silver has declined in value since 1890. The high rate of exchange in itself does not constitute the real danger and trouble, which really is to be found in the uncertainty of values due to constant changes of rates, thus making business rather guess work or a game of chance. Of late there is talk of fixing the exchange of the Mexican peso at approximately 100 per cent., meaning that a Mexican dollar will be guaranteed to be worth 50 cents United States gold, the Government acquiring for that purpose a certain gold reserve and prohibiting the free coinage of silver, etc., etc. Still it may take some time before the reforms come into operation. Meanwhile and spite of all these drawbacks, Mexico is progressing steadily, if not rapidly, and on a solid basis.

All told, Mexico's future is very bright and well worth the best efforts of American manufacturers to cater to in the manner already described by studying the wishes of their Mexican customers, and thus securing a steady and increasing market for their products.

Pharmaceutical Note of the Far East.

Eugene Ross, foreign traveler of Johnson & Johnson, of New Brunswick, N. J., made an address at the pharmaceutical meeting of the Philadelphia College of Pharmacy on May 16, in which he presented the results of his observations during two years of travel in the far East, paying particular attention to China and Japan.

The first Japanese Pharmacopœia was issued about 19 years ago, and modeled closely after that of the German, the German influence being paramount throughout in medicine and pharmacy. Under the old dispensation in Japan there were no pharmacists proper, since it was the universal custom for the physician to furnish his own medicines. After the adoption of Western methods, however, the government established pharmaceutical preparatory schools throughout Japan, but these were so thoroughly under German influence, that all text-books, both of medicine and pharmacy, were printed in German. One result of this has been the preference given to pharmaceuticals and chemicals of German origin. There are

TWO CLASSES OF PHARMACISTS IN JAPAN.

one of whom receives the title Yakuzai Shi, or Master of Medicine, while the other is known as Baiyuka, or dealer in patent medicines or proprietary remedies. The Yakuzai Shi is per-

mitted to open a pharmacy and dispense prescriptions, and is likewise licensed to make examination as an analyst chemist, and as such can charge a fee for analytical work. The Baiyuka is forbidden to prepare prescriptions, and is not permitted to handle anything but original packages of remedies, such as proprietary medicines, or medicines in packages bearing the seal of a Yakuzai Shi or of a government chemist.

The regulations regarding the admission of drugs and chemicals into Japan are very rigid, and as a result chemicals, at least imported chemicals, are of a very high standard of excellence and purity.¹

ALL DRUGS PAY STAMP TAX.

Everything in the way of drugs and chemicals sold in Japan bears an internal revenue stamp equal to 10 per cent. of the selling price. For instance, an article retailing at 20 sen, would bear a stamp of 2 sen.

Mr. Ross said that Japan is a very fertile field for the sale of patent medicines, but the native proprietary preparations are sold at a very low price, it being not unusual to find on the market a package containing from 500 to 1,000 little pills (made by hand) retailing at 10 sen, equivalent to 5 cents, and the majority of patent medicines sell from 2 sen to 10 sen (1 to 5 cents) per package. This fact combined with the very low rate of wages prevalent in Japan, militate against the introduction of American patent medicines.

GOVERNMENTAL REGULATION OF PROPRIETARY REMEDIES.

Each of these proprietary medicines must be passed upon by the government chemist of the Kencho or hygienic laboratory of the district. Before he is permitted to place his remedy on sale the proprietor is obliged to provide this laboratory with the formula of the remedy, together with a sample, and if the government chemist finds that the formula and the sample do not agree, or that the remedy contains deleterious drugs, the application for the privilege to sell is denied.

Since the government has taken up pharmaceutical education, there are a number of pharmaceutical preparatory schools throughout the country, the higher branches being taught at the University at Tokio, which university has one of the most complete chemical and bacteriological laboratories in the world.

All medicinal chemicals and drugs imported into Japan pass through the Imperial Hygienic Laboratories, but these are sometimes passed in packages of considerable size, and should it be desired to sell these packages in divided portions, they would be examined by a qualified Yakuzai Shi, whose certificate of purity would be accepted all over the empire. Any chemist who makes false declarations regarding the purity of an article, certified to by him, is liable to a heavy fine, and upon commission of a second or third offence, is disqualified for the practice of his profession.

FOREIGN PHARMACIES IN JAPAN.

There are only a few foreign drug stores in Japan, and these are located in the foreign concessions of treaty ports. They are all thoroughly modern and up to date, and carry a large stock, which is rendered necessary by their great distance from the source of supplies.

CRUDE CONDITIONS IN CHINA.

Mr. Ross said that in China the native practice in both medicine and pharmacy is in a very crude and primitive state. Superstition is an important factor in the Chinese practice, and this is noticeable in the matter of colors for wrappers. The Chinese have a marked antipathy to certain colors, and a marked preference for red, which is a "happy joss." Blue and black are debarred, and drugs wrapped in white paper with black lettering will never become popular.

The Chinese are excellent merchants, and in the city of Shanghai there are three up-to-date drug stores owned by Chinese, which have numerous branches throughout the empire.

The Chinese are honorable in their dealings and have earned the respect and confidence of the foreigners with whom they

have come in contact. The wealthy Chinese will pay fabulous prices for drugs which claim to restore youthful vigor, but the great mass of the Chinese want a great deal of drugs for very little money.

There are now in operation two up-to-date pharmaceutical schools in China, and there are several medical colleges conducted along modern lines. In Hong Kong, which is an English colony built on a Chinese island, the house of A. S. Watson & Co., Ltd., has its headquarters. This house is known throughout the East, carries a very large stock, and operates a number of branches.

In closing, Mr. Ross referred briefly to the condition in the Strait Settlements, India, Siam, and South Africa, in all of which English influence is dominant.

Our Small South American Trade.

Wm. W. Handley, U. S. Vice-Consul at Trinidad, in the British West Indies, in a recent consular report says that one of the most notable features of our trade with South America is its comparative fixity. During the last 30 years there has been an increase of only 5 per cent. in our trade therewith, and the sales of 1800 were about the same as those of 1902. Compared with the trade of 1873, our 1902 trade with the world outside of South America has more than doubled. To the 40,000,000 people in South America our yearly sales amount to less than \$40,000,000. This seems inexplicable, and is most inadequate and unsatisfactory. To Mexico, with her 13,500,000 people, we sell a little more than to all the South American countries. Our share is a fraction more than 10 per cent. of their business, and this small proportion cannot be ascribed to anything other than the lack of well directed trade energy. We buy from them three times as much as we sell to them. We pay them about \$120,000,000 a year for their products, and they use the difference of \$80,000,000 in purchasing from our foreign competitors the goods with which we ought to balance our accounts with them. In other words, we supply them with funds which enables them to buy from other people things which we grow and manufacture. From 1873 to 1902 our trade with Asia rose from \$19,000,000 to \$64,000,000; with Oceania, from \$4,677,000 to \$34,350,000; with Africa it increased from \$3,500,000 to \$33,500,000, and with our neighbors on the North American continent it has grown from \$82,000,000 to \$204,000,000. During those 30 years our vast trade with Europe has doubled, and our sales in that continent now exceed \$1,000,000,000 a year. Of all of the world's divisions, our trade with South America drags the most.

There are numerous explanations and reasons for our failure to secure more of this trade. There will first be urged the lack of shipping facilities. Canada has established a line to South Africa, and it would seem that the United States could find sufficient business for a line to the east coast of South America. A closer study of the people and their wants is most important. The German, French, and, in fact, nearly all the European houses make it a point to thoroughly study the wants of the people in the country to which they assign their agents. They do not endeavor to force on the South Americans an article which they desire to dispose of simply because they manufacture it and it can be sold at a large profit. On the contrary, these European houses often send their agents to the South American republics to make a thorough study of what they use mostly, no matter if it is an article locally made and has never been seen outside of that particular country. They make a collection of samples of these articles, taking into account their local cost and selling price, and send them on to Germany, France, Italy, or wherever their headquarters may be, to ascertain if they can be made cheaper and as good. It often proves they can be manufactured for much less and better and sold in the very country in which they originated at a lower price than the local article.

The lack of sufficient knowledge of foreign languages is another disadvantage to our trade.

The German, French or Italian agent in South America generally speaks at least three languages, whereas the American seems content with his own language and a "smattering"

¹ For details regarding the examination of drugs by the examining authorities prior to admission, our readers are referred to the article by Charles Goehrig, which was published in our issue of January 11, 1904, page 7.

of one other. This may seem a minor detail in the building up of this trade, but the South American feels far better satisfied if his business is transacted in his native language.

Lack of American banking facilities forms another argument. Our trade with South America undoubtedly suffers for lack of American banks and large trading concerns. The two go together, for banking facilities are indispensable to foreign trade. An English or a German bank seeking foreign business can establish foreign branches wherever it sees fit. An American national bank not being allowed to have a branch anywhere, our national banking system is unable to extend the facilities required by international commerce. The English and German trade in South America has the advantage of being sustained by banks whose branches cover the field. Credit at any point where the bank has a branch is available at any other point. Practically our American commerce depends upon English and German banking facilities, and London is growing to be the financial center for American as well as British foreign trade. If there were banking facilities for the present import and export commerce, it is probable that an increase in banking business would lead to an improvement in banking facilities.

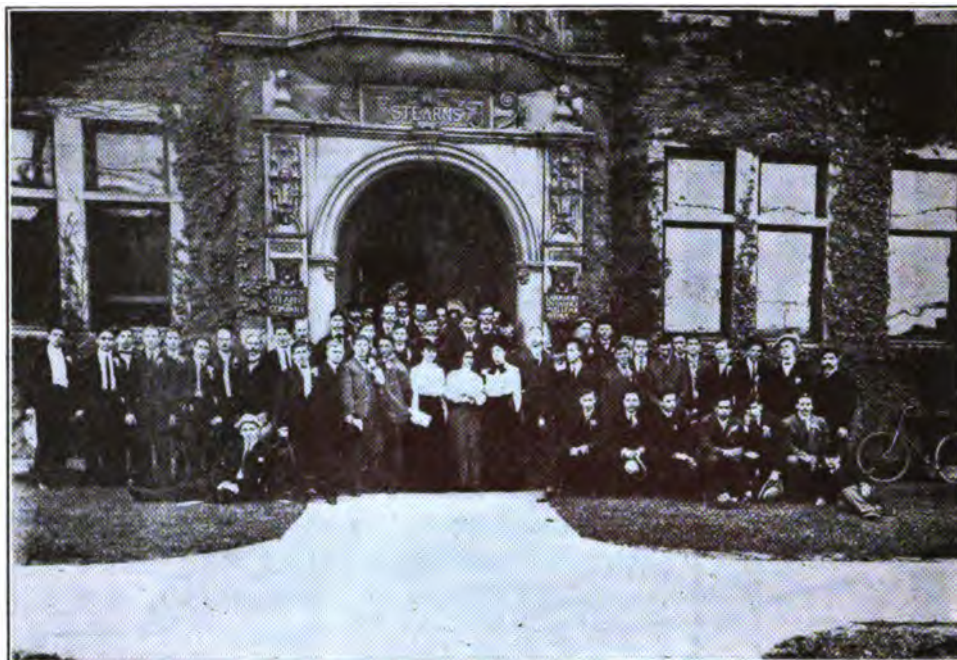
Long credits are customary and are generally granted by European firms. The Americans object to this, and rightly so, in some of the turbulent republics, where the stability of the Government is a question. However, if our foreign competitor can prosper on such terms, I cannot see the wisdom of adhering so closely to our short credit system. Better good accounts on the books than idle goods on the shelf.

LACK OF TRADE ENERGY.

Our limited trade with South America cannot be based on anything but the lack of trade energy. We may boast of our American goods in all corners of the earth, and the "hustling" qualities of our commercial men, but the fact remains that foreign trade is as yet only a small part in the commercial and industrial life of the American people. We sell \$900,000,000 worth of food products annually, and principally for the reason that other people come to us to buy them because of their need of them. A large share of our \$500,000,000 sales of manufactured articles may be laid to the same cause—the need of others for that which they know we have and which they need and can use. Notwithstanding the large volume of our exports, we are not yet a trade hunting nation in fact—at least in South America. A due amount of well directed and intelligent canvassing by men who speak the language would double our trade with South America in a very few years.

Visitors from the Far East.

THE AMERICAN DRUGGIST had an interesting caller this week in the person of Leonard R. Douse, head of the London, Eastern & American Trading Company, with offices in Calcutta and Bombay, India; London, England, and New York. With him was Mr. Hopkinson, who is connected with their London office. Although an Englishman, Mr. Douse has made his home in India during the past 11 years and has an excellent local standing in business circles there. Unlike most English merchants or manufacturers' agents residing in the British possessions, he realizes the already good demand for certain articles of American manufacture, and for several years past has been exclusive agent for a number of our best selling lines. He is not a stranger in New York by any means, since this is his fourth pilgrimage here at intervals of about two years. On this trip



Ann Arbor Students at Stearns Laboratory.

he somewhat overstayed his time in order to visit the St. Louis Fair, which, by the way, he thinks might with equal propriety be designated as an American Exposition of European Industries, in which characterization there is more truth than fiction. Mr. Douse left for India on August 6, Mr. Hopkinson returning with him as far as London. Any American manufacturer seeking suitable trade connections with India would find it to his advantage to negotiate with this company.

Ann Arbor Students at Stearns Laboratory.

On May 24 the students of the School of Pharmacy of the University of Michigan were the guests of Frederick Stearns & Co., of Detroit, and were handsomely entertained. Following a luncheon at the Fellowship Club the students were taken out for a trolley ride of two hours, after which they put in the afternoon viewing the Stearns' laboratories, both pharmaceutical and biologic. The accompanying illustration shows the party assembled in front of the general offices of the company. The two young men standing on the extreme left are natives of Porto Rico, as are also the four seated in the front row at the extreme right. Cuba is represented by the young señor seated in the front row at the right, holding his Panama in both hands. Most of these seven young men could speak English but little when they reached Ann Arbor last year, but now they can all tell you just about anything you want to know about pharmacy, chemistry and pharmacognosy now, and in excellent English at that.

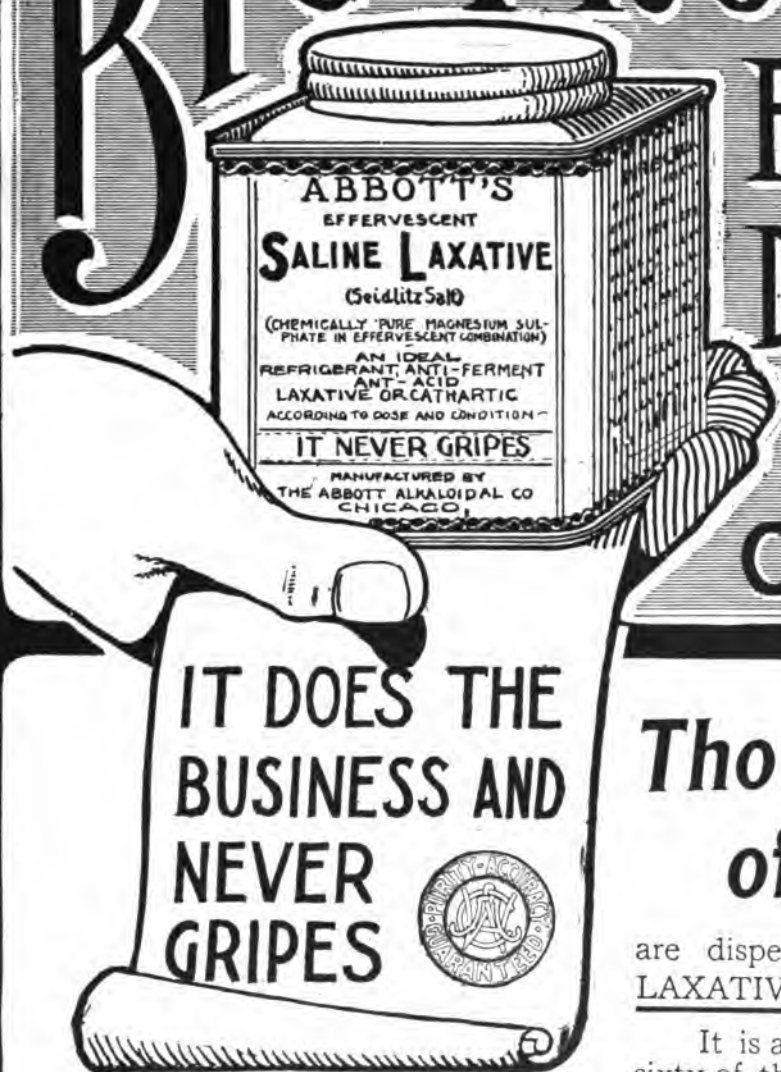
An Immense Foreign Business.

A recent issue of the *Chicago Daily News* contained a report of the State Board of Equalization, which is charged with the adjustment of the taxes on corporations in the State of Illinois. One interesting feature of the work of the board, set forth in the *News* report, is that the largest assessment made was given Bauer & Black, manufacturers of surgical dressings and supplies, plasters, absorbent cotton, etc.

The company was capitalized for \$150,000, and Mr. Bauer said he had in addition issued \$100,000 in bonds. He estimated that the company's annual business amounted to \$750,000. After deducting the amount of property taxed in New York, Sydney, London, and Buenos Ayres the reviewers decided upon \$100,000 as a basis for taxing the capital stock.

Many of our readers will be surprised to learn of the large interest which this firm appear to have in Sydney, London, and Buenos Ayres, and it looks as though they must have been very successful in introducing their goods in foreign countries to build up such a large export trade.

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and PHARMACEUTICAL RECORD

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TABLE OF CONTENTS.

EDITORIAL COMMENT.....	105
EDITORIALS:	
Topics That Are Uppermost, Responsibility of the Retail Druggist	106
SPECIAL TRANSLATION:	
The State of Pharmacy in Japan.....	107-109
ORIGINAL COMMUNICATIONS:	
Preliminary Notes Upon Sansevieria Thyrsiflora, by Frederick Davis	109
Water Analysis, by James O. Jordan.....	110, 111
Dispensing by Physicians from the Pharmacist's Standpoint, by Addison Dimmit.....	112, 113
Manufacturing Hints	114
Filtration and Straining, by W. A. Dawson.....	115
CREAM OF CURRENT LITERATURE:	
A Reaction for Hyposulphites, Poisoning by Benzoin, A Rapid and Delicate Reaction for the Detection of Gum Acacia in Powdered Tragacanth, The Examination of Codeine, Incompatibility of Ammonium Acetate and Extract of Cinchona, The Identification of Fluid Extract of Quebracho, Enecol, the Salicyl-Arsenate of Mercury.....	116
Andre's Reaction for Quinine, The Decomposition of Potassium Iodide by Fats, The Estimation of Fat in Milk.....	117
QUERIES AND ANSWERS:	
Tasteless Syrup of Quinine, Stylographic Ink, The Troublesome Liniment, Ehrlich's Triple Stain, Fermented Milk, Cider, Vinegar and Wine Formulas, Change of Color in Solution of Potassium Iodide.....	118
Ammonia Liniment.....	119
CORRESPONDENCE:	
Vermont Board Registers Only by Examination, The Pay Telephone System, Sesquipedalia.....	119
DEPARTMENT OF BUSINESS BUILDING.....	120
BRITISH PHARMACEUTICAL CONFERENCE:	
Report of the Annual Meeting.....	122
NEWS OF THE DRUG WORLD.....	124-134
REVIEW OF THE WHOLESALE DRUG MARKET.....	135, 136

EDITORIAL COMMENT.

COLD STORAGE FOOD.
We shall watch with somewhat languid interest the latest experiment of Dr. Wiley, the chief of the Chemical Bureau of the U. S. Department of Agriculture, with his young "pharmacophagi," as *The New York Medical Journal and Philadelphia Medical Journal* calls them. The citizens of all large

cities have been fed upon cold storage food for many years, with or without their knowledge, and if any untoward results come from the new experiment they might be as well ascribed to the workings of the imagination as to real deleterious changes in the foodstuffs. The effects of great cold on food seem to be absolutely preservative, without causing any deterioration appreciable to the consumer either as to his palate or to his stomach. If Dr. Wiley's young friends come safely through this latest development of his investigations we shall have gained much valuable knowledge of the greatest possible economic value.

Given a sufficiently hypnotic preacher and PSYCHOLOGICAL? an audience possessed of more than the average stock of imagination combined with rather dull mentality, and we have an excellent field for the workings of the law of suggestion, such as have been so closely studied of late by French scientists in their investigations into the psychology of crowds. The oriental hyperbole of the New Testament has had some most unexpected results when absorbed by undeveloped minds. These thoughts are prompted by recent press dispatches from Chicago in which a druggist of Rockland, Ill., during the excitement of a religious camp meeting, is reported to have pledged himself to sell his pharmacy and give the proceeds to his church. Of all callings, surely that of the apothecary is least tainted with evil. In few callings is there so great an opportunity for the exercise of Christian charity, and none is so ready to exercise the Christian virtues as the pharmacist. Who will say that a pharmacist cannot make money or lose money and be in either case a good Christian?

We have nothing but praise for the men who have industriously set to work in Chicago to break up the traffic in cocaine and other mind-destroying drugs. We have nothing but abhorrence and detestation for the few unprincipled, morally bankrupt men connected with pharmacy who are engaged in this nefarious traffic. It is with much gratification, therefore, that we learn that the State Board of Pharmacy of Illinois, under the leadership of President William Bodemann, has announced its determination to unite with other agencies in the work of stamping out the evil. Several convictions have been already secured, owing to the activity of a special prosecuting committee of the board, which has employed an expert in the law of the prohibited cocaine traffic to assist in the work of ferreting out the cocaine sellers. New legislation bearing upon the sale of cocaine is to be embodied in amendments to the State Pharmacy Law, and the crusade will be made national in its scope until a uniform system of anti-cocaine laws has been adopted and put in force in all the States of the Union. We may confidently expect this subject to form an important part of the deliberations of the American Pharmaceutical Association at the meeting in Kansas City next month. No time should be lost in surrounding the sale of cocaine and similar drugs with the greatest possible restrictions.

Topics That Are Uppermost.

Perhaps the best index of the problems that are pressing for solution in retail pharmacy to-day is to be found in the statements issued by the presiding officers of organizations that are national in their scope. It is not always in presidential addresses that we can sense the drift of thought and opinion, but such expressions of the aims and needs of a calling as are to be found in these communications are usually trustworthy indications of what may be uppermost in the mind of the trade as a whole, for the period to which they apply.

If we are to judge from the subject matter of the annual address of the president of the British Pharmaceutical Conference, one of the chief topics of discussion in the British Isles—a burning question with the trade—is the necessity for separating the dispensing of medicines from the prescribing thereof. Of course, legislative tinkering we have always with us, both here and abroad, and this subject received a fair degree of attention from President Idris at the meeting held in Sheffield a week or so ago. American pharmacists seldom lose an opportunity to protest against the invasion of their rights and privileges, the danger to the public, and the generally demoralizing influence that results from the practice of physicians dispensing their own remedies. But this subject is not brought to the fore so prominently at gatherings of American pharmacists as it is at similar meetings in England. One reason for this is that the evil has not assumed the proportions here that it has on the other side of the water. In some of the larger cities of Great Britain it is no unusual thing to find doctors operating their own drug stores under the guise of surgical dispensaries. Not content with this, many doctors, particularly in London, Birmingham and Glasgow, own and conduct ordinary drug stores and have fixed consulting hours in a room at the rear of the pharmacy. If the situation was so bad here, we should probably find the leaders in the trade taking definite steps to correct the evil; but it is not, and things that press for attention here are of a different nature. While we occupy ourselves constantly with the higher things in pharmacy—the advancement of pharmacy in scientific directions—we endeavor to combine these with due attention to more purely commercial matters. The question of how to make the sale of goods profitable is paramount with us. Hence it is that we find organizations of retail druggists formed and being formed in every part of the country to co-operate with the National Association of Retail Druggists in the agitation for the regulation of prices on proprietary articles and the conduct of business generally.

Since its organization in October, 1898, the National Association of Retail Druggists has effected a solidarity among the retail pharmacists in this country, which for extent and thoroughness has never been equalled. If this were all that had been accomplished it would still be a creditable record, but there are other substantial achievements to the credit of the national organization, and these are sufficiently well known to those who have followed the fortunes of the N. A. R. D. during its battles with the price demoralizers, who, if allowed to go on unchecked at the rate they were going when the association was formed, would have driven large numbers of the trade into bankruptcy. *N. A. R. D. Notes*, the organ of the association, has indicated some of the important matters that will come up for discussion at the annual meeting in St. Louis next October. These include (1) the laying of plans for an extension of the serial numbering contract plan to take in a majority of the proprietary preparations now on the market; (2) the creation of a bureau of trade promotion whose energies would be directed toward furthering the sale of goods which are mar-

keted in harmony with N. A. R. D. plans, and in securing price concessions for retailers who belong to the price-maintaining element of the trade identified with the local branches of the N. A. R. D.; (3) a proposed increase of the N. A. R. D. dues to \$3, \$4 or \$5 per annum. These propositions are slated for discussion, and the convention will undoubtedly act upon them definitely. Of course, they form only a very small part of the business that will come before the convention, but these are tangible propositions which the delegates may find it profitable to ponder over between now and the time of meeting.

The Responsibility of the Retailer.

If the light is turned properly upon the transaction in crude drugs mentioned editorially in our last issue under the heading *Quality Counts*, the public may perhaps be treated to some interesting revelations regarding the source of adulterated drugs, and the mooted question of who is the chief sinner in the sale of these drugs may at the same time be settled. The public holds the retail druggist responsible, and is not wholly to be blamed for taking this view of the matter. The retail druggist shifts the blame to the jobber, while the latter in turn points to the drug miller and the manufacturer as the culpable parties, the ones who are really to blame for the ubiquity of adulterated drugs in our markets.

The retail druggist sets up the claim that he is entitled to receive a higher rate of compensation for his services than is the ordinary commercial dealer, on the strength of his special knowledge and skill. But if this claim for expert skill be allowed he must assume the responsibilities of an expert in vouching for the character of the drugs dispensed by him, and the public is justified in demanding that he not only have the skill and the special knowledge of drugs which entitle him to a higher percentage of profit on sales than is accorded to the ordinary retail dealer, but that he must exercise that skill in protecting his patrons. If the druggist finds it impracticable to personally test the various preparations purchased by him, and this is manifestly not always practicable, then it is incumbent upon him to obtain his supply from a source which will itself be a guarantee of the character of the drugs.

The jobber, when remonstrated with for selling adulterated essential oils or sophisticated powdered drugs, holds up his hands in protest against the charge of adulteration, saying, "I did not do it. It was the miller and the manufacturer who did the adulteration. I am above that sort of thing." The jobber, however, is not above ordering a lemon oil and specifying a price of 40 cents per pound, when he is perfectly well aware of the fact that the lowest quotation made on round lots in Messina is about 55 cents. He will also order from his miller powdered ergot at 25 cents a pound, although he knows that he cannot purchase a single pound of the whole drug at less than 40 cents a pound. The question of how the distiller and the miller can sell at the rates set by the jobber is ignored, and the jobber raises his hands in holy horror at all suggestions that he might in any wise be guilty of adulteration.

The distiller and the miller are no whit less quick to resent the charge of adulteration than is the jobber. They say that it is not their province to dictate to the jobber what he shall buy, theirs not to reason why, but only to furnish, without reply, whatever the jobber wants, at the prices dictated by him. If the jobber wants a lemon oil at 75 cents, the distiller can furnish it; if he wants it at 25 cents, the distiller is no less accommodating. If he wants ergot at 65 cents, it is forthcoming from the miller. If he sets a limit of 25 cents, the miller furnishes the goods, disclaiming all idea of deceit, and insisting that the jobber knows full well exactly what he is buying—and he does.

THE STATE OF PHARMACY IN JAPAN.¹

BY WILHELM MUELLER.

How often, as a boy, have I wistfully watched the railway train as it left the station of my native town! How I longed to be, for once, one of the passengers, and to go out into the wide world with the rest on board. Without knowing it, I made the realization of my childhood dreams possible when I chose my profession. Every calling has its joys, even our own. Thanks to the labors of our pharmaceutical forbears, the German pharmacist of to-day commands respect and trust everywhere throughout the world, and it is for this reason that our calling offers its disciples one of the most coveted advantages. More than ever before, since our fatherland has become a maritime power, and since everywhere German industry and German enterprise are opening new fields of activity, the ambitious, industrious German pharmacist can go out into the world and be sure of an opportunity. How often have I thanked the brave German pharmacists of olden times, who did not trouble their heads as to what title would be most suitable for their rank in life, but who, by ceaseless labor



Interior of Fukuhara's Pharmacy, Tokio, Showing the Soda Fountain.

brought our profession to its present state in the technical and scientific sense.

Therefore, when I had the opportunity seven years ago to realize the dream of my boyhood, and to take a position in the "Normal Dispensary" of Mr. Joseph Schedel, in Yokohama, I promptly accepted, and this step I have never regretted. It is true, it meant an almost new apprenticeship, but I worked myself into the new conditions with remarkable rapidity, thanks to the guidance of my esteemed chief, who in the seven years of his work at the head of the firm, "Joseph Schedel," gained an enviable reputation for this concern throughout the East. Thanks to the kindness of my chief, I also soon attained an independent business.

Naturally, I sought from the first to learn all about the pharmaceutical conditions of the country. I had thought frequently of publishing my experiences and observations in the pharmaceutical journals, but to-day, when the eyes of the entire world are turned toward the ambitious and fearless Japanese people, I can no longer hesitate.

¹ Translated for the AMERICAN DRUGGIST from *Pharmaceutische Zeitung* for May 21, 1904.

THE DEBT OF JAPANESE PHARMACY TO THE GERMANS.

As in many other fields, the high state of pharmacy in Japan to-day is due largely to German teaching. In 1882 a German physician employed by the Dutch Government, Franz von Siebold, came to Japan. He knew how to draw pupils, and spread the modern teachings of medicine among them, in con-



Exterior of Fukuhara's Pharmacy, Tokio.

trast to the old Chinese system. Of the prominent teachers who worked later on in Japan, I need mention only two, Professors Baelz and Scriba.

In Japan, pharmacy as a profession, dates back only 30 years. But an extensive trade in patent medicines has flourished for a long time, these goods being sold in stores or through peddlers. The products of this industry consist largely of ointments, sold in small sea-shells; of teas, pills (often coated with silver) and powders in more or less ornamental paper bags, and bottled liquids. The peddlers, dressed like the Japanese students, traverse the country, lauding the virtues of their medicines in a monotonous sing-song. Patent medicines are taxed by means of revenue stamps to the extent of 10 per cent. of their selling price, and the latter varies between one cent and fifty cents in American money.

In Toyama there is a factory for patent medicines which gives employment to about 10,000 persons, partly as operatives, partly as peddlers. The methods of advertising these wonder-



Osawa's Pharmacy, Tokio.

ful products are conducted in American fashion. One cannot ride on a railway train for more than five minutes without noticing the large advertising signs announcing various patent remedies. Houses, blank walls, surfaces in railway stations, and rocks, are plastered with advertisements, and one often sees bands of music parading through the streets, with immense banners carried in front, upon which the praises of some patent medicine

are set forth in large printed characters. When the band pauses, a fantastically dressed "barker" leaps forward to supplement the information given on the banner.

In addition to these "pleasant" rivals, the pharmacist in Japan has to compete with such classes of legally licensed dealers in drugs as physicians, drug dealers, wholesalers, and manufacturers.

THE EDUCATIONAL REQUIREMENTS OF A JAPANESE PHARMACIST.

A student who has graduated from a public school—Japan has compulsory school attendance, according to the German model—and who has finished a five years' course in the middle-school (corresponding to a German "Realschule," or to the American high school—Ed.) may enter, after a preliminary examination, the pharmaceutical department of the high school, which is a preparatory school for the university. The course in this pharmaceutical high school comprises three years, and the curriculum includes the various branches of chemistry, including toxicology and jurisprudence; botany, physics, materia medica, hygiene, and practical pharmacy. The graduates of the high school of pharmacy are not required to take a State examination for license to practice pharmacy.

The intellectual *élite* of Japanese pharmacy—I. e.: the chief pharmacists of the great hospitals, the army and the navy, the teachers of pharmacy, and the directors of the hygienic laboratories receive their final training at the University of Tokio. Only graduates of the pharmaceutical high schools are admitted to this course, and the required subjects comprise chemistry, pharmacology, pharmacognosy, hygiene, and the art of compounding. On passing the required examination these pharmacists receive the degree of Yakugakushi, which the Japanese usually translate, Doctor of Pharmacy.

HOW PHARMACY IS REGULATED IN JAPAN.

All three classes of pharmacists in Japan lack a thorough practical training. The laws affecting the practice of pharmacy are as follows: (1) The pharmaceutical law of the 22nd year of the Meiji (1889); (2) an amendment thereto dated March 1, 1890; (3) the law concerning the inspection of pharmacies, March 1, 1890; (4) the patent medicine law of the 10th year of the Meiji, with some later amendments. Besides these there are laws which provide a partial rebate of the tax on alcohol used for pharmaceutical purposes, &c. Every pharmacist must be licensed by the Minister of the Interior. He



Shimoyama's School of Pharmacy, Tokio.

must report the establishment of his store to the Government, and is permitted to prepare all pharmacopœial and other medicinal preparations according to physicians' prescriptions. He must have at least one scale, which is accurate enough to weigh 0.1 gramme. All remedies of the Pharmacopœia must be kept on hand. A revision of all pharmacies, including those belonging to physicians, is conducted by a commission consisting of officials from one of the hygienic laboratories, of police officers and of pharmacists. The objects of this inspection are to ascertain whether all the remedies of the Pharmacopœia are kept in stock; whether weights and measures are in order, and whether poisons and other special articles are kept and labeled

according to the rules, whether the prescriptions are properly copied into a book, and whether the drug stock is properly kept. Some drugs and chemicals are also examined in detail. The Japanese Pharmacopœia is essentially a translation of the German (second edition). An appendix was issued two years ago.

UNHAPPY JAPANESE PHARMACISTS.

Nearly every physician dispenses. Physicians with larger practices employ a dispenser. The patient pays only for the medicine (26 to 36 pfennigs, i. e., 6¼ to 8 cents, per day). In addition, the rickshaw-coolie (wagon puller) receives a



Salto's Pharmacy, Tokio.

good fee from the patient. Thus, the physician receives that which the pharmacist should get, while the coolie receives the physician's fee! The pharmacist gets nothing.

A learned Japanese gentleman, who has contributed largely himself to the introduction of European culture, said to me on one occasion: "About 30 years ago our government began to create a profession of pharmacy. When the work was half done, the government was interrupted, and the result is that there are now 3000 unhappy men in Japan."

Drug dealers, wholesalers, and manufacturers are required to take out a trade license. Without having the same duties, they enjoy almost the same privileges as pharmacists. Only the compounding of prescriptions (which is practically an insignificant part of the business), and the retailing of poisons are in the hands of the licensed pharmacists. The physicians are at liberty to purchase their drugs from a pharmacist or from any other source. The drugs, which the drug dealers and wholesalers sell must be in original packages, sealed by one of the hygienic laboratories of the country.

The education of the Japanese pharmacist varies according to the class of work he expects to enter. Most young men are trained in private pharmaceutical schools, the course of which extends over two years. No special preliminary education is required for entrance. The curriculum comprises theoretical, pharmaceutical, and analytical chemistry, physics, botany, pharmacognosy, and practical pharmacy. After graduation, the students must pass an examination before a commission of six members appointed by the Ministry of the Interior. The examination is partly practical and partly theoretical (both oral and written), and approximately corresponds to the German "assistant's examination." Those who pass this examination receive a diploma, and if they are over 20 years old, they are entitled to establish themselves as pharmacists.

THE MODE OF PRESCRIBING

varies somewhat from that practiced in Germany. The prescriptions are usually written in Latin, and the weights and measures are usually expressed in decimals. The following example will illustrate the mode of writing prescriptions in Japan:

Natr. salicylic.....	9.0
Tr. amara.....	6.0
Sir. spl.....	10.0
Aqu. dest.....	180.0

M. D. S. Three times daily for three days (i. e. 1-9 of this is to be taken t. i. d.).

The pharmacist either mixes the ingredients in a bottle of proper size, which has been divided into nine parts, or he pastes a strip of paper, which is marked in ninth's upon the bottle, so that the patient can always measure off one-ninth. Aside from the fact that tablespoons, teaspoons, and the like are very untrustworthy measures, these utensils are not found in most Japanese households.

A CURIOUS SYSTEM OF PRICING.

There is no official price-list of medicines. Ointments are inexpensive, about 10 cents an ounce, and all fluids for external use are cheap. Medicines for internal use are charged according to the number of days for which they are intended, e. g., 5 to 8 cents a day.

The prices of counter sales are so low, especially in the pharmacies kept by physicians, that full weight cannot possibly be given.

Drugs and chemicals which are delivered in original packages must be examined by one of the Imperial hygienic laboratories. The packages or containers are sealed at the laboratory by means of a strip of paper bearing a guarantee of purity. These laboratories often cause unnecessary trouble, and this is especially felt by German importers, as most of the chemicals in Japan come from Germany. For example, I had occasion to examine a sample of codliver oil, which by no means corresponded to the Pharmacopœia, and still bore the stamps of the laboratory. Imported drugs and chemicals are not only examined according to the Japanese or German pharmacopœias, but any formula or methods which are found in literature may be employed in testing. The laboratories, on principle, never admit an error, and often jobbers and importers have suffered heavy losses on account of the opinions of the chief of one of the laboratories. In fact, it is difficult to determine as to what requirements are to be met by drugs or medicines. "We are constantly making progress in our methods of examination, and are at present using this one," was the answer given me in reply to a question in this connection. When I dared, in all modesty, to suggest, that these advances were originally made in Germany, in most cases, I lost forever the favor of the gentleman whom I had addressed.

JAPANESE PHARMACEUTICAL PERIODICALS.

At the head of the pharmaceutical press of Japan is the Journal of the Pharmaceutical Society. This journal prints an English title page and index table, but its contents are in Japanese. (It is received in exchange by the AMERICAN DRUGGIST.—Ed.) Its contributors are men of the highest scientific attainments. The organ of the druggist society, *Yakuzaishi*, is also a strictly scientific journal. While these two periodicals represent the scientific element of Japanese pharmacy, there are a number of journals devoted to the trade. About a dozen pharmaceutical weeklies, most of which exist chiefly from advertisements, which are not always scrupulously honest. I mention only one picture representing a life-size head of our Bismarck. Within this head is printed: "Bismarck was a great statesman in the West. This medicine is the best remedy against —." Among these weeklies one deserves mention as a better journal, and a decent publication, namely, the *Yakubo*, of Mr. Shimura, of Tokio. Mr. Shimura is the humorist of Japanese pharmacy, and at gatherings of the profession he always provides the fun. And it must be said that a few pleasant hours are not to be grudged the pharmacists of the Insular Empire. They have to fight hard for existence and for the improvement of their condition. There is scarcely any hope for an abolition of the practice of dispensing by physicians, but a great deal might be done by restricting the extensive sale of medicines outside of pharmacies.

Don't be unduly afraid of a syndicate store in your town. If you buy your goods right and are content with a fair profit, they cannot undersell you, though they may holler louder. Your people don't like a syndicate, anyway. Other things being equal, they will give you the preference.—"Our Drummer" (Butler Brothers).

A NEW AFRICAN DRUG.¹

Preliminary Notes Upon *Sansevieria Thyrsiflora*.

BY FREDERICK DAVIS.

London, Eng.

The plant *Sansevieria thyrsiflora*, indigenous to South Africa, belongs to the natural order *Liliaceæ*, and is largely used in its fresh state as a remedy for piles. Many other species of the same family, such as *Sansevieria zeylanica*, are the source of a very strong and tough fiber known commercially as "bow string hemp." It was noticed during the African campaign that Boers suffering from hemorrhoids dug up a portion of the rhizome, freed it from extraneous matter, trimmed off the outer integuments and chewed the inner portion, swallowed the extractives and rejected the fibers, which remained as a tangled mass in the mouth after chewing.

Captain Tremlett observing this ascertained that in each case a cure was effected, and desiring to know more of the remedy, a quantity of rhizome was sent to an English consulting physician, who directed me to ascertain the best methods of preserving the extractives without impairing the physiological action, and, if possible, determine the active constituents.

There is practically no literature upon the subject, but I notice in Prof. Andrew Smith's "Contributions to the South African Materia Medica" the following remarks: "This plant is to be seen frequently beneath trees and in thickets, with its sword shaped, leathery leaves, with a border and zigzag white markings. Its root is given by Dr. Pappe as used for piles. The Kaffirs employ a decoction of the root stock to expel all kinds of worms. An experienced native declares it to be very efficacious.

The plant is known in Africa as *Sikolakota*, and by the Kaffirs as "Tsi kolakota."

CONSTITUENTS OF THE PLANT.

My researches seem to prove that the rhizome contains: (1) a glucoside; (2) a globulin; (3) an albumin.

The globulin and the albumin reside principally in the phloem of the fibro-vascular bundles, while the glucoside is found chiefly in the inner portion of the outer integument and the ground tissue. It will be imperative, therefore, in making any extract or other preparation from this plant that the whole rhizome be employed, or the entire medicinal constituents will not be obtained.

I am of opinion that any medicinal preparation of this plant should be made from the fresh rhizome, because if partially dried fermentation would set up, with the consequent decomposition of the active principles, and its efficacy as a medicament would be destroyed, while the entirely dried rhizome, although free from the objection of enzymotic change, is found to be less active for the purpose for which it is intended, and, in addition, if not dried quickly and at a low temperature its color suffers markedly.

METHOD OF PREPARING THE DRUG.

The best preparation pharmaceutically and most active physiologically has been made by the following simple method:

Press out the juice from the fresh rhizome, filter and preserve by the addition of 20 per cent. of glycerin.

The addition of ethylic alcohol impairs the physiological action.

The character of the glucoside found somewhat resembles that of glycyrrhizin; from ultimate analysis it is probably identical, $C_{44}H_{82}NO_{16}$. The substance is optically inactive, and several separately obtained samples varied in melting points between 178 and 200 degrees.

It must be distinctly understood the above preliminary statement does not profess to be the exhaustive results, as indications have already been obtained of the presence of another important constituent.

¹ Presented to the British Pharmaceutical Conference at Sheffield, August 9 and 10, 1904.

[Written for the American Druggist.]

WATER ANALYSIS.

BY JAMES O. JORDAN, PH.G.,

Boston, Mass.

(Continued from page 74.)

NITRITES.

Rain water contains traces of nitrites dissolved from air, but their presence in appreciable amounts in drinking water points to some source of pollution, indicating either an incomplete stage of oxidation, or one of reduction from nitrates, in the presence of organic matter. Ordinarily they are transitory products formed during the intermediate stage in the production of nitrates, but in isolated cases of deep waters presenting conditions unfavorable to oxidation, they persist for a considerable period. Nitrites are not present in good ground waters. There should be no unnecessary exposure of the water before testing, because nitrites are always present in the air of rooms in which gas is burned. For making the solutions and comparison tests distilled water free from nitrites should be used.

Solutions Required.

Saturated solution of (a) sulphanilic acid and (b) naphthylamine are made by dissolving each of these substances in clean test tubes in distilled water, by the aid of heat, and allowing the solution to cool. These solutions are liable to decomposition and should be freshly prepared for each analysis.

(c) A 10 per cent. solution of hydrochloric acid;

(d) Standard sodium nitrite solution, 0.275 Gm. of pure silver nitrate are dissolved in distilled water, and the silver completely precipitated by the addition of a dilute solution of pure sodium chloride. Dilute to 250 Cc.; set aside until clear.

(e) Standard dilute solution of sodium nitrite: Dilute 1 Cc. of solution (d) to 100 Cc. with distilled water. One Cc. of (e) equals 0.001 Mgr. nitrogen as nitrite. Solutions (d) and (e) are best kept in a dark place.

Process.

Rinse a clean glass bottle with some of the specimen under consideration and measure into it 100 Cc. of the water and then 2 Cc. of each of the following solutions in the order given: (a), (c) and (b). The pipettes are first rinsed with some of the solution to be subsequently measured. Set the mixture aside. Prepare a comparison solution by measuring 100 Cc. of distilled water into another bottle; add 1 Cc. of (e), and then the above reagents as before.

In the presence of nitrites a pink color varying in intensity is produced. After one-half hour, if the water develops any color, match the tint (using the Nessler tubes) with that of the comparison solution by diluting portions of the darker solution with water. If the 1 Cc. of (e) produced a color which required dilution to 150 Cc. to match the color of the specimen under consideration, then $150 : 100 :: 0.001 : x$. $x = 0.00066$ in 100 Cc. Then $0.00066 \times 10 = 0.0066$ Mgr. N. in 1,000 Cc.

The pink tint results from the action of the nitrites upon the sulphanilic acid, producing a new body which reacts with the naphthylamine, converting it into azo-a-amido-naphthyllic parabenzol-sulphonic acid; the latter gives the color to the liquid.

NITRATES.

Nitrogen when completely oxidized is in the form of nitric acid. In waters it occurs as nitrates through combinations with alkalies, calcium or magnesium.

These nitrates, like ammonia, serve as plant food, and in surface waters are quickly taken up by growing plants; but unless so absorbed or reduced (as may occur) by denitrifying bacteria first to nitrites, thence to ammonia, and even to nitrogen, they accumulate.

On account of the absorption by growing vegetation in surface waters, the amount of nitrates is likely to be less in warm weather than in cold. Ground and surface waters are seldom free from nitrates, which of themselves are harmless. Waters from wells, so deep as to preclude the possibility of sewage contamination, will oftentimes indicate nitrates in considerable amounts. Their presence is probably due to natural deposits of nitrates, or, according to some authorities, fossil remains.

Solutions Required.

Phenoldisulphonic acid. Heat 30 Gm. of pure phenol with 370 Gm. of pure concentrated sulphuric acid in a water bath for six hours. The finished compound may solidify; if this occurs, liquefy by heat when desired for use.

Standard Solution of Potassium Nitrate.—Dissolve 0.722 Gm. of pure potassium nitrate in 1,000 Cc. of distilled water. One Cc. = 0.1 Mgr. of nitrogen as nitrates.

Process.

Evaporate 50 Cc. of the water with 2-3 drops of sodium carbonate solution to dryness in a porcelain dish. To the warm residue add 1 Cc. of the phenoldisulphonic acid, and thoroughly mix with the residue by use of a glass rod. Allow to cool and add about 25 Cc. of distilled water. Add an excess of ammonium hydrate and make up to 50 Cc. with distilled water. Next evaporate 1 Cc. of the standard potassium nitrate solution and treat the residue with reagents and distilled water in the manner indicated above. The resulting color is compared in Nessler tubes with that shown by the water; if necessary one or the other of the solutions is diluted until the two tints are alike. Calculate the amount of nitrate from the volumes of the two liquids as follows: The solution from the 1 Cc. of solution of potassium nitrate (= 0.1 Mgr. N.) was diluted to 100 Cc. to match the color shown by the water; then, $100 : 50 :: 0.1 : x$. $x = 0.05$ in 50 Cc. Then $0.05 \times 20 = 1.0$ Mgr. in 1,000 Cc.

The yellow color is due to ammonium picrate, the picric acid resulting from the action of the phenoldisulphonic acid upon the nitrates.

Nitrites do not interfere with the test, but chlorine present in more than 2 parts in 100,000 will impair its accuracy. For this reason Mason has proposed the addition of an equivalent amount of sodium chloride in preparing the comparison scale.

OXYGEN CONSUMING POWER.

This means the oxidation of the carbon of the organic matter found in the water, the oxygen being supplied by potassium permanganate in the presence of sulphuric acid. "Oxygen consumed" is the term applied to the amount of oxygen given up during the process. This method does not distinguish between the vegetable and animal organic matter, and there is a wide variance in the action of different organic compounds. While the value of the process is limited, it is useful in confirming the results obtained by determining the free and albuminoid ammonia. A high oxygen consuming power points to an excess of organic impurities. The results are erroneous in the presence of nitrites and ferrous compounds. A correction may be made, however, for appreciable amounts. Sixteen parts of oxygen will oxidize 14 parts of nitrogen as nitrite to nitrate, and 16 parts of oxygen will convert 112 of a ferrous compound to the ferric state.

Solutions Required.

(a) Solution of potassium permanganate. Dissolve 0.3952 Gm. in 1 liter of distilled water. Each Cc. = 0.1 Mgr. of available oxygen if a C. P. salt is employed.

(b) Solution of oxalic acid. Dissolve 0.7875 Gm. in 1 liter of distilled water. One Cc. of (b) is equivalent to 1 Cc. of (a). As, however, the potassium permanganate may not be of the necessary purity, and as the solution is liable to deteriorate, its value should be determined before each analysis by titrating the two solutions against each other under the exact conditions involved in the process.

(c) Dilute sulphuric acid, 1 : 3.

Process.

A flask or evaporating dish should be thoroughly cleansed by boiling in it distilled water containing 10 Cc. of (c) and enough of (a) to impart a permanent pink color. Measure into this vessel 200 Cc. of the water; add 10 Cc. of (c) and enough of (a) from a burette to give a pronounced red color, and boil for ten minutes, adding, if necessary, more of (a) to maintain the intensity of color. Remove the vessel containing the mixture and add 10 Cc. of (b) to discharge the color (more may be used if necessary), and then add enough of (a) from the burette to cause the appearance of a faint pink color. From the total amount of (a) employed, subtract the 10 Cc., equivalent to the quantity of (b) used.

If the remainder is $4 \times 5 = 20$ Cc. consumed by 1 liter. Each Cc. of (a) = 0.1 Mgr. available oxygen; then $20 \div 10 = 2$ Mgr. per liter or parts in a million.

CHLORINE.

Chlorine as sodium chloride (or soluble chlorides) is a constituent of all waters. The amount in unpolluted waters in a given locality is fairly constant. If this quantity is known, any increase over the normal amount is an indication and a measure of the contamination. It points to the presence of sewage, particularly in districts at some distance from ocean or salt water lakes and wells. Excreta and sewage contain large amounts of chlorine. Ground waters yielding high nitrates usually have more than the normal amount of chlorine. Chlorine combinations, unlike the nitrogen compounds, undergo no change in character or amount; consequently their presence is a valuable indicator.

Solutions Required.

Solution of Silver Nitrate.—Dissolve 4.794 Gm. of pure silver nitrate in 1 liter of distilled water. Each Cc. of this solution = 1 Mgr. chlorine.

Solution of Potassium Chromate.—Dissolve 50 Gm. of potassium chromate in 500 Cc. of distilled water and then add solution of silver nitrate, to precipitate any chlorides present, until a permanent red precipitate of silver chromate is produced. Separate the precipitate by filtration.

Process.

Measure into a beaker placed upon a white surface, or into a white porcelain dish, 100 Cc. of water; add about five drops of the potassium chromate solution, and then add, slowly, from a burette, with constant stirring, the silver nitrate solution until a faint red color persists. This denotes the complete precipitation of all the chlorides, and that silver chromate is being formed. Note the number of Cc. employed. This amount should be checked by repeating the process, the first mixture being used for comparison after the addition of a trace of sodium chloride to discharge the red color.

Each Cc. of the silver nitrate solution = 1 Mgr. chlorine. If 100 Cc. of the water required 2.55 Cc. of the silver nitrate solution, then $2.55 \times 10 = 25.5$ Mgr. chlorine in 1 liter, or 1,000-000 parts.

If the amount of chlorine is small, a larger amount of water (250 or 500 Cc.) should be taken and concentrated by aid of heat to 100 Cc. before titration, the sides of the dish in which the evaporation took place being first carefully washed down with distilled water free from chlorine. The water should be as near the neutral point as possible. If acid, neutralize with sodium carbonate. Alkaline water may be neutralized with dilute sulphuric acid, using phenolphthalein as an indicator.

HARDNESS.

Appreciable amounts of calcium and magnesium compounds impart to water the quality known as hardness. A hardness of one means a hardness corresponding to that produced by one part of calcium carbonate in 100,000 of water. Usually high hardness is caused by calcium and magnesium compounds dissolved by the waters, or from admixture of sea water. If not derived from the above sources, it may be due to sewage contamination.

Hardness may be divided into two classes—temporary and permanent. Temporary hardness means hardness removed by boiling. This treatment decomposes the calcium and magnesium compounds (probably bicarbonates), expelling carbon dioxide and precipitating the greater portion of these elements as carbonates. Permanent hardness cannot be removed by boiling, and is ordinarily due to the presence of calcium and magnesium in the form of sulphates and chlorides.

(To be continued.)

The adulteration of and use of inferior materials in the making of candy are beginning to attract much attention in England, and Prof. Ooston recently lectured on "saccharomaniacs." He expressed the opinion that future scientists

would place the evils of sugar gluttony on a pedestal as conspicuous as the drink question, as causing deterioration of individuals and races.

DRUG ADULTERATION IN LOUISIANA.

At the recent annual meeting of the Louisiana Pharmaceutical Association, which was reported at length in our issue for May 23, 1904, page 309, the Committee on Adulteration submitted a report, which showed a decided improvement in the majority of articles examined as contrasted with results obtained some years ago.

The difficulties of the work of the Committee on Adulteration were set forth in the report of the committee in the form of a narrative of its experiences during the past year. The committee sent out 354 letters, requesting the co-operation of the druggists of the State in an effort to combat the evils of adulteration. To these letters, only 21 replies were received, and in response to a public call to consider adulteration, only three members appeared in addition to the members of the committee. A second call being issued for such a meeting, 12 members put in an appearance. The efforts of the committee were hampered by a lack of funds, it having been discovered soon after embarking on its work that the money that it had expected to receive from the State Association was really not available. Efforts to enlist the aid of volunteers to assist in collecting samples were met with declinations of the unpleasant task on the score that if the retailers became aware of the identity of the individuals who had obtained samples from them, there would be a feeling of irritation. Notwithstanding these drawbacks, the committee was enabled to obtain a number of samples which were examined, the results indicating a general improvement in the character of the drugs now in the market.

Several years ago it was rather difficult to secure the essence of peppermint, which did not show gross adulteration. Now samples may easily be obtained, showing no adulteration whatever. Samples, however, obtained from groceries, proved to be woefully deficient, both in alcohol and oil, as may be seen from the following table:

SPIRIT OF PEPPERMINT.

The United States Pharmacopœia states that Spirit of Peppermint should contain 10 per cent. of oil of peppermint dissolved in alcohol of 94 per cent. strength. Nine samples examined by the committee show the following results:

No. of Sample.	Oil, Per cent.	Alcohol, Per Cent. Strength.
1		
2	10	94
3	1.5	70.5
4	.5	mere traces.
5	10	94
6	5	75
7	10	alcohol.
8	4	wood alcohol.
9	4	wood alcohol.

Castor Oil was another substance that was investigated by the committee, and every sample obtained from drug stores was pure, while those from groceries were invariably adulterated.

By impressing such facts as these upon the minds of their customers, the retail druggists may be able to prove to the consumer that he is really not getting any bargain when he buys his drugs elsewhere than from the drug store.

The committee recommended the enactment of a statute making substitution a misdemeanor.

LAUDANUM.

The samples of laudanum examined a year ago did not come up to official requirements, save in a few instances. Investigations have shown a marked improvement of the general character of the article on the market.

The Pharmacopœia states that laudanum should contain not less than 1.3 and not more than 1.5 per cent. of morphine. The percentage of morphine in the eight samples examined are as follows: 0.954, 1.406, 1.404, 0.924, 1.315, 1.367, 1.124, 0.987.

DISPENSING BY PHYSICIANS FROM THE PHARMACIST'S STANDPOINT.¹

BY ADDISON DIMMITT.

This is a very delicate subject for a pharmacist to handle and I trust my criticisms or suggestions may be received in the spirit which prompts them, a spirit of fairness and justice. The physician may think it is a question that concerns him alone, that it is his privilege and prerogative to act as he deems best, without the advice of any one, especially the pharmacist who, he would at once say, is actuated by selfish motives and naturally takes the negative side of the question.

As a pharmacist, I acknowledge that I may be prejudiced in my opinion of the subject, but I earnestly believe that I can show reasonable grounds for my contention. At all events I feel impelled to say something in behalf of the pharmacist on this subject, which is a menace to our business, and since "good, the more communicated, more abundant grows," if interest is now aroused some benefit may be derived.

AS THE PHYSICIAN VIEWS IT.

Let us first take up the subject from the physician's standpoint. He hears from the traveling representatives of the numerous pharmaceutical manufacturing concerns that the retail druggist is an irresponsible person, who substitutes on all occasions, charges the doctor's patients exorbitant prices for filling prescriptions, counter-prescribes, is incompetent, and, awful to relate, does not keep in his stock the particular make of pills, tablets and pharmaceuticals sold by this salesman, which, in his eyes, is a most unpardonable crime. Incidentally, he permits the doctor to buy a line of his incomparable preparations. He then proceeds to call the doctor's attention to the fine points of the business, and shows him what a great advantage he will have over his competitors who write prescriptions. He claims that it will attract many new patients when it is known that he furnishes his own medicine without additional charge. And, further, he suggests to the doctor, "when you dispense yourself, only give a sufficient amount to last a few days, as this will bring the patient back again and means an additional fee." And the interview concludes with the apparently unanswerable argument: "you know, doctor, when you dispense my products, you may be positive you are giving the very best." "Doubtless the pleasure is as great of being cheated as to cheat," for this plausible proposition catches many an unwary doctor, and it is only after he is in the meshes and realizes that he is jeopardizing his good name and professional reputation, as well as the lives of his patients, that he appreciates the gravity of the situation.

WHY SOME DOCTORS DISPENSE.

Another reason advanced for dispensing by physicians is competition among themselves. I have found many doctors and some of them most excellent men, who, on account of their environments, have been forced to dispense their own medicines. Possibly the best illustration of this I can give is to describe the conditions existing in one of our own towns. It is a place of about 3000 inhabitants, has six or seven physicians and only one drug store, which, as you know, is very unusual for a town of that size. As my business was with both the druggist and the physicians, I very soon found out the cause. The druggist whom I interviewed told me that he did not average ten prescriptions a week and most of them were from neighboring towns, and that all of the physicians there dispensed their own drugs.

This druggist, by the way, was a very intelligent man, a graduate in pharmacy and no doubt competent to fill any prescription that might come to him.

In my rounds among the physicians of the place, I found that with the exception of one, all of them were heartily tired of self dispensing and would gladly stop the moment a general agreement could be reached. The last man I interviewed was the cause of the trouble, and he, like most narrow, self-opinionated men, looked only at one side of the subject. We talked over the

subject of self-dispensing thoroughly, and he only echoed the well told tale of the tablet detail man.

While in his office I had an opportunity to take a mental inventory of his stock, which consisted principally of tablets, replacers, a few ointment pots and a half dozen bottles of U. S. P. preparations. Disorder reigned supreme; the shelves and bottles were covered with cobwebs and dirt, and as I was looking over his limited stock, I thought if he would even dispense his medicines with a little cleanliness, both he and his patients might approach nearer that state of godliness so much desired.

Another cause sometime cited as a reason for regular physicians dispensing medicines is the competition of the homeopathic physician which, when we consider the character of the medicinal agents used by them, does not appeal to me as a reasonable cause.

SUBSTITUTION AS A CAUSE OF SELF-DISPENSING.

Now as to some of the reasons advanced by the physicians for dispensing their own drugs, we will first consider that of substitution by the druggist, which to my mind, is the only reason advanced by them that bears any earmarks of truth.

As a pharmacist, I regret to say that we have in our ranks men who are dishonest and unprincipled enough to substitute, and I agree with the physician that they ought to be prosecuted to the fullest extent of the law, and that their methods should be exposed in their community. I believe the physicians themselves can do more to free our profession from these parasites than any one else, by first assuring themselves that the druggist does substitute, then prohibiting his patients from patronizing such druggists. This duty he owes not only to his patients, but the community in which he lives. By this means he can thoroughly rid himself of such pharmacists, or force them to stop substituting for policy's sake. In this connection I would say that the law in this State against substitution is a most severe one, and it is the desire of all honorable pharmacists that it should be enforced to the letter, as the misdeeds of the substitutor reflects on the entire profession.

THE CHARGE OF INCOMPETENCY.

Another reason advanced by the dispensing physician as a cause for same is the incompetent druggist. Yes, there are incompetent druggists, just as there are incompetent physicians, but I am glad to state that the ratio of incompetent druggists in our State is rapidly decreasing, due to the rigid enforcement of the pharmacy law. During the past five years, only 40 per cent. out of about 500 applicants for certificates as pharmacists, were found competent to practice pharmacy, and it is only a question of a few years until every druggist in our State will be found to be thoroughly educated and equipped for his profession. But this excuse for self-dispensing cannot possibly apply in most of our towns and cities, for in them will be found men who are thoroughly educated in the art of compounding and dispensing medicine.

ITS DEPLORABLE EFFECT ON LOCAL DRUGGISTS.

In the cities and towns where doctors dispense their own medicines, the effects on the druggist is deplorable. Not having the support and patronage of the physician, they naturally do not carry in stock the necessary chemicals and pharmaceuticals that they should, and again, the incentive for keeping abreast with the advancement in pharmacy is taken away from them, and with the professional part of their business gone, they become absolutely merchants, and for self protection, naturally push and recommend the numerous patent and counter remedies, all of which would be avoided, if they were working in harmony with the local physicians, the best interests of both would be subserved by abolishing this practice.

THE DOCTOR'S KNOWLEDGE OF PHARMACY.

Now let us consider some of the disadvantages doctors' dispensing carries with it. In the first place, I contend that the average physician knows little or nothing of the art of pharmacy. Where is he taught to prepare, compound and dispense medicine? Not at the medical college from which he graduated, for none, as I understand it, attempt to teach practical pharmacy. This fact is borne out by every medical college in this country. The study of materia medica and chemistry in

¹ Read before the Kentucky Pharmaceutical Association, at Mammoth Cave, June 22, 1904.

schools of medicine is confined to the therapeutic actions of drugs almost entirely, not to their physical identification, component parts, process of extracting their active principles, tests for purity, solubilities, incompatibilities and the one hundred and one details that enter into a practical pharmacist's business. What is the result? When the physician starts to dispense his own drugs he has no recourse but to fall back on the ready made hand-me-down, and, as a rule, cheap line of tablets and replacers, which in many instances, by reason of the slow consumption of them by one physician become inert. This is due in liquids to precipitation or the effects of light and heat, while in the tablet form, having in most instances a dilutant of sugar of milk, which when exposed to air, loses its water by crystallization, they become so hardened that it resists all solvents. Then again, if the tablets contain metallic salts, such as the mild chloride of mercury, they will, in presence of sugar and of alkali be reduced to oxides.

THE INERT TABLET.

As to the nontherapeutic effect of the tablet, which has become hardened, I will quote in part from a paper on *Æsthetic Medication*, by the late Dr. I. N. Love of St. Louis, who says: "The exipient necessary often hardens and renders the remedies indigestible, and they themselves may disturb and sometimes cause dangerous conditions; or if the vigor of the digestive canal is impaired, as it is in nearly all diseases, but particularly in typhoid fever, malaria and other infections, and when the tone of the nervous and general system has been lowered from any cause, the remedies may pass directly through the alimentary canal and their entire medical effect be lost. We thus lose most valuable time, and sometimes I am sure lives have been sacrificed by this deceptive treatment, owing to the failure of the patient to receive and assimilate the remedial agent in the form intended.

"Dangerously accumulative doses have sometimes resulted from giving powerful medicines in hard tablets slow to dissolve, and these have come together at some one point in the gut and been detained there, when a sudden dissolution and absorption of the mass occurring would overwhelm the patient hopelessly."

ABOUT CHEAP REPLACERS.

Now a word about replacers, they are usually base and cheap imitations of well known proprietary preparations. Their sale to the physician is accomplished by the manufacturers' representatives, who boldly assert that the preparation is the same as such and such a preparation, and the principal reason advanced for its purchase by the physician is that it is cheap. This kind of business is piracy in its truest sense, and the physician who countenances it is encouraging the very thing for which he condemns the druggist, substituting.

Now the worst feature, and the one which almost every dispensing physician admits to be true, is forcing his diagnosis of a disease to fit his drugs. This necessarily follows, since it is practically impossible for the physicians who dispense to carry in their offices a complete line of medicinal agents. What is the result? After a careful diagnosis the doctor, recognizing what drug is indicated, turns to his stock of medicine and finds that he is out of the agent best suited for the disease. He then takes a chance with something else he happens to have. It may or may not do any good. The result is, the patient's disease is not being properly prescribed for, his time and money are sacrificed, and the reputation of the doctor is in many instances badly injured. It is also impossible for dispensing physicians, even if they be competent, to prepare many active agents, which should only be prepared as they are needed, such as infusion of digitalis, spirits of mindererus, diachylon ointment, in fact, I could name many which are absolutely worthless unless they are freshly prepared.

WHAT IT MEANS TO THE DOCTOR.

Last, but by no means least, the question of revenue is one that appeals most forcibly to the physicians. Some contend that supplying their own medicines is a tremendous burden; that in many cases they are forced to give the medicine away without receiving compensation for either their services or the

medicine, and the only reason they continue to dispense is because their competitors do so, though I have heard other doctors say I can possibly get fifty cents out of the patient for his medicine when he will not pay me for my professional services. If this latter reason is the true cause for dispensing by the physician, he should be required to become a licensed pharmacist and give up his professional standing as a physician. What a reflection on a reputable profession for a physician to give his knowledge and experience of medicine and incidentally a box of tablets for the mere pittance of fifty cents.

The rational conclusion to my mind is that it is decidedly inimical to the interest of the physician, his patient and the pharmacist for him to dispense his own drugs. How much more professional and what a great advantage it gives the physician to have before him the entire materia medica from which to select his medication. He can then prescribe what is indicated, not merely what he happens to have. They should write prescriptions, tell their patients to take them to a reliable pharmacist, who, by virtue of education and experience, is competent to properly and accurately compound and dispense them.

I appeal to all right thinking physicians to lend their aid to stamp out this custom, which is detrimental to both physician and druggist, detracts from the dignity of the practice of medicine and lowers the standard of all who indulge in it.

I ask the hearty co-operation of all pharmacists in our effort to combat with evil, for to us it is an evil that threatens to deprive us of success in that branch of our profession for which we have fitted ourselves by study and labor—the compounding and preparation of drugs and medicines. I urge all of you to give this subject your careful consideration. Delay may irreparably injure our business. "Be wise to-day; 'tis madness to defer."

Metric Measures in Medicine.

A writer in the *British Medical Journal* gives the following mnemonic for the use of medical men who desire to write prescription in the metric system, but still think in grains and minims. The essence of the note, according to the *Chemist and Druggist*, from which we take this, is that 1 Gm. = 15,432 grains and 1 Cc. = 16.9 minims.

Taking each of these figures as 16, and dispensing always 16 doses, it is obvious that for every grain or minim per dose one wishes to give, it will be necessary to weigh out or measure 1 Gm. or 1 Cc. Now, 8-ounce, 4-ounce, and 2-ounce bottles contain, respectively, 16 tablespoonfuls, 16 desertspoonfuls, and 16 teaspoonfuls. Therefore, by using only bottles of these given sizes the factor 16 becomes constant, though the size of the draft varies. Again, for powders 16 may be very conveniently dispensed, or, if that be too many, 8 are as easily calculated. An example will make the method clear:

Tr. nuc. vom.....	.....m̄v.
Ac. nitro. mur. dil.....	.....m̄x.
Spt. chlorof.....	.....m̄x.
Aq. ad.....	.....℥ss.
Ft. M. Mitte ℥viij.	

m̄v × 16.....	= 5 Cc.
m̄x × 16.....	= 10 Cc.
m̄x × 16.....	= 10 Cc.
Aq. chlorof. ad ℥viij, or 224 Cc.	

(N. B.—m̄v becomes 5 Cc.; m̄x becomes 10 Cc.)

All that is necessary, therefore, is to provide oneself with a set of gramme weights, a small graduated cubic centimeter measure, and bottles of 8-ounce, 4-ounce, and 2-ounce capacity.

The error involved is not very great; in the case of solids there will actually be 156-160 part of a grain error (on the safe side), and in the case of minims about 1-17 of a minim in excess.

The retailer whose line is so broad that it covers every want of his customers, whose capital is so ample that gainful investment of the surplus is a problem, may do well to buy a season's supply of "staples," though if he follows the policy very long his store will be as full of stickers as a ship in from a long cruise is of barnacles.

MANUFACTURING HINTS.¹

MEDICATED WATERS.

Your committee finds that medicated waters, made by dropping the oil previously dissolved in alcohol, either on absorbent cotton or filtering paper, picking apart, allowing to dry and then percolating, are of better taste, more slightly, less prone to get turbid and much less likely to develop fungoid growths than when made by the pharmacopœial method. Quite an amount of calcium phosphate goes into solution in the latter method, less magnesium carbonate and still less of talcum, if therefore an inert powder is used we would recommend purified talcum. The same ratio exists relative to their becoming turbid or to development of fungoid growths. We find that very elegant waters can be made by shaking up hot distilled water with an excess of volatile oil, letting stand in a flask, stoppered with a plug of absorbent cotton, for 24 hours and then distilling.

We find that medicated waters preserve their taste, odor, and limpidity almost perfectly for months, if they be dispensed from flasks loosely stoppered with a plug of absorbent cotton, which serves as a filter for everything save air. These waters keep better under the influence of direct sunlight. We find that one minim of formaldehyde added to three pints of most of the medicated waters, contain so little formaldehyde that we can not get chemical tests for it, that it is not revealed by taste or odor for several months, and further, no fungoid growth appeared after three months' exposure in an unstoppered flask. We find that five minims of chloroform per pint of medicated water also acts as a powerful preservative and that such waters remain clear, retain their odors, but have a slight taste of chloroform. In this case the flasks were loosely stoppered with a plug of cotton and exposed to direct sunlight.

FORMALDEHYDE TO PRESERVE MILK.

Experiments with formaldehyde and milk showed us that one minim per two pints of milk could be used to effectually prevent souring. Moreover, the formaldehyde was not revealed by taste, odor or chemical tests. The milk, after three days (November), had apparently suffered no change.

CAMPHOR WATER.

We find that the residue left after making camphor water by the Pharmacopœia contains a considerable amount of camphor, nearly one-fourth of the amount used failing to go into solution. We would recommend the following as in every way superior: Forty grammes of camphor are tied in a linen cloth, which in turn is tied to a glass rod, suspended in a gallon jar, and pour upon the camphor one gallon of hot distilled water; cover loosely and allow to stand in direct sunlight for twelve hours.

NEW PROCESS FOR CHLORINE WATER.

Chlorine water has almost ceased to be used for no other reason than deterioration through changes which can not be prevented, consequently it should be freshly prepared and should be dispensed in rubber stoppered bottles. An eight ounce flask of chlorine water made as hereafter stated was tested every day for six days with appreciable loss of chlorine. We believe that excess of either hydrochloric acid or potassium chlorate, or both, may have had something to do with the preservation. We find that 100 Cc. of distilled water will dissolve at 60, 68, 80, 90 degrees F., respectively, 275, 240, 210, 200 Cc. of chlorine. We found that by adding hydrochloric acid to the water the amount of chlorine gas in solution was increased. One Cc. of chlorine gas weighs 0.003167, so that 100 Cc. of distilled water dissolves at temperatures stated, 0.870, 0.760, 0.665, &c. Gm. chlorine, thus we see that when water contains 4 per cent. of chlorine at ordinary temperature, it is only a little more than half saturated. Our formula based on the following reaction, $\text{KClO}_3 + 6 \text{HCl} = \text{KCl} + 3\text{H}_2\text{O} + 6 \text{Cl}$, is potassium chlorate 2.18 Gm.; hydrochloric acid 10.5 Cc.; distilled water to make 500 Cc. Place the chlorate in a quart bottle, add just enough water to cover, then add the hydrochloric, a little at a time, and shaking after each addition, then add in like

manner 300 Cc. of water, transfer to a pint bottle and fill with distilled water.

SOLUTION OF LEAD SUBACETATE

should be made with rain water. It is best made by mixing the ingredients, shaking from time to time for about eight days. By whatever process made, it should be filtered into bottles to completely fill and forcing cork down to the liquid.

SYRUP OF HYDRIODIC ACID.

Dissolve 13 Gm. potassium iodide in the least amount of hot water possible, and into this pour 12 Gm. of tartaric acid, dissolved in 30 Cc. diluted alcohol. Shake well, place on ice for one-half hour, filter, and wash the filter with ice water, a little at a time until no longer acid, add sufficient water to make 352 Cc., in which dissolve 680 Gm. of sugar, by aid of heat if necessary, the solution being in a large bottle; lastly, add 200 Cc. of glycerin in which 1 Gm. potassium hypophosphite has previously been dissolved. The syrup should be filled into 8 ounce bottles while hot. It may be kept where light strikes it without undergoing change.

SYRUP OF IRON, QUININE AND STRYCHNINE PHOSPHATE.

Take of soluble ferric phosphate 20.00; quinine, 13.00; strychnine, 0.20; glycerin, 200 Cc.; alcohol, 1000 Cc.; sugar, 350.00; water, 165 Cc.; syrup to make 1000 Cc. Dissolve the dehydrated quinine and strychnine in 60 Cc. of boiling alcohol and add this to the glycerin previously heated to about 80 degrees C. Dissolve the iron salt in 165 Cc. of hot water and in this dissolve the sugar. Mix the two solutions and gradually bring to a boil, clearing up by carefully adding a little alcohol. Lastly, add enough syrup to make 1000 Cc. It should be preserved in eight ounce bottles. Thus made it is of a beautiful pea green color and superior to that of the Pharmacopœia. It has kept in our experiments for over three months in an unstoppered bottle.

SYRUP OF IPECAC.

Take assayed fluid extract ipecac, 70 Cc.; acetic acid, 10 Cc.; glycerin, 200 Cc.; sugar, 650 Gm.; distilled water to make 1000 Cc. Dilute the fluid extract with 300 Cc. of water to which the acetic acid has been added, add talcum powder, shake well and filter, adding sufficient water through the filter to make 350 Cc. In this dissolve the sugar with the aid of a gentle heat, add the glycerin and sufficient water to make 1000 Cc. and lastly 1 minim of formaldehyde or 5 minims of chloroform. Store in 8 ounce bottles.

SYRUP OF WILD CHERRY.

Take wild cherry bark (this year's crop) in No. 20 powder, 150 Gm.; sugar, 700 Gm.; glycerin, 150 Cc.; water to make 1000 Cc.; rasped dry hide, 10 Gm. Moisten the bark with sufficient hot water and macerate for four hours, then pack in a percolator and percolate with hot water until 350 Cc. of percolate are obtained; shake the percolate with the rasped hide and allow to remain in contact for one hour, then filter. In the filtrate dissolve the sugar by aid of gentle heat, add the glycerin and sufficient syrup to make 1000 Cc. This gives a beautiful, garnet colored syrup, almost entirely devoid of astringent taste, and containing just as much hydrocyanic acid as the official syrup.

Syrup of tolu.—Use method U. S. P., 1880.

Syrup of orange peel.—Take oil of sweet orange, 5 Cc.; alcohol, 20 Cc.; glycerin, 150 Cc.; syrup to make 1000 Cc.

Chalk mixture.—To prevent souring, add 5 minims of chloroform per pint, or 1 minim of formaldehyde per quart.

Cream of Bismuth.—Bring to a boil, add one-half grain of ammonium chloride per fluid ounce and one minim formaldehyde per quart to prevent curdling.

Liniment of Ammonia.—Use equal parts lard oil and cotton seed oil.

Liniment of Lime.—Displace 25 per cent. of the linseed oil with a like amount of castor oil. This gives a heavier and more cooling liniment.

Tincture of Capsicum and Tincture of Cantharides should be macerated for 24 hours previous to percolation.

Tincture Benzoin and Tincture of Guaiac.—The drugs should be reduced to a moderately fine powder with interven-

¹ Report of the Committee on Practical Pharmacy of the Texas Pharmaceutical Association, made at the annual meeting in Houston, May 18, 1904.

tion of sharp sand and then percolated. There is no need of macerating for seven days.

Tincture Cinchona Compound.—Use gray or yellow cinchona bark instead of red.

Tincture Cardamom Compound.—Use spirit of Cardamom compound of N. F. This may be colored with solution carmine.

TINCTURE CINCHONA.

Moisten the drug with a mixture of 500 Cc. alcohol and 250 Cc. of water, macerate for 24 hours and percolate to obtain 150 Cc. Chill this percolate, filter and add to the filtrate 175 Cc. alcohol, 75 Cc. glycerin, and enough of a mixture of alcohol and water in the proportion of 675 and 250 respectively, to make 1000 Cc. or make as directed by the Pharmacopoeia and shake during 12 hours with 50 Gm. of rasped hide. This is a short and easy method of largely detannating the tincture.

TINCTURE OF DIGITALIS.

Detannate by shaking up for three hours with 20 per cent. of finely rasped dry hide, filter, and to the filtrate add enough dilute alcohol to restore original volume.

TINCTURE OF KINO.

Make this according to the U. S. P., leaving out the glycerin, heat to 80 degrees C. for three hours, add now the glycerin and store in small bottles. A tincture made in this way kept three months without gelatinizing, although exposed to air, light and moisture. Possibly gelatinization is due to an enzyme, which above results would seem to indicate.

TINCTURE OF OPIUM.

Take powdered opium, 100; calcium phosphate, 50; mix well and knead into a paste with hot water; to this add an equal amount of clean, sharp sand and evaporate the whole to a dry mass. Place in a percolator, moisten with hot water, let stand twelve hours, and percolate with hot water to obtain 700 Cc. of percolate. Chill this percolate, filter and evaporate the filtrate to 500 Cc. and gradually add 500 Cc. of alcohol; mix well and filter, and to the filtrate add sufficient dilute alcohol to make 1000 Cc. The tincture so obtained corresponds in morphine strength with the U. S. P. and in all other respects is an improvement, being almost free from odor of laudanum, is less nauseating and constipating and deposits only slightly on standing.

FILTRATION AND STRAINING.¹

By W. A. DAWSON,
Hempstead, N. Y.

From personal observation it would seem that few pharmacies are well, or even properly, equipped with the necessary utensils and materials for performing the simple operation of straining or for filtering liquids with cleanliness and dispatch. No operation is simpler, more often necessary in laboratory manipulations, or oftener neglected or slighted. Perhaps it is because the operation is so simple and common that so little thought is given to it or that no provision is made for doing the work systematically, neatly and quickly.

Filtration, through cotton or paper, is well understood by all dispensers, and few pharmacies lack the necessary equipment of glass funnels for use in filtering prescriptions and galenicals; comment on this point is, therefore, unnecessary.

Quick filtration and straining is less understood, or more neglected, and this should not be so, for there are few liquid mixtures, but need straining, either for removing small particles of extraneous matter, making a more slightly mixture, or to aid in the better diffusion of an insoluble ingredient or precipitated matter.

The little hard rubber separable funnel sold by druggists' sundries houses is well nigh indispensable for use at the prescription counter. For straining through muslin there is no other contrivance by which one can strain a small amount of liquid—up to 8 ounces—so quickly and efficiently.

As the muslin is tightly stretched, diaphragm-like between the upper and lower part of the funnel, the meshes of the cloth being held open, there is no more lateral motion than in a sieve cloth; it is, in fact, a miniature sieve, and it is possible to rub a bismuth mixture through it or other insoluble substance suspended in a liquid, or to smooth out a clotty mixture, or break up a recalcitrant precipitate when it is impossible to do so in the mortar.

Small patches of straining cloth of various meshes and textures should be kept at hand ready to insert in the funnel without having to stop and cut or tear off a piece from the roll.

It is not alone for the instant of time thus saved, though every second cut out of the dispensing time in prescription compounding counts as a factor in getting and holding prescription trade, but to insure against neglect on the part of the "rushed" or tired dispenser.

The cloth which I have used in most cases is an extra fine close woven variety of cheese cloth retailing at 8 to 10 cents a yard, the ordinary or regular grade being sold at 5 cents. This is used nine out of ten times for small or large strainers. For lemon and orange syrups and other fresh fruit syrups, extract vanilla—from the bean—and a few other preparations, it is necessary to use the coarser—5 cent grade—cheese cloth. In a few instances silk bolting cloth is used in the separable hard rubber funnel for prescriptions that will not or can not pass through paper and for which the cotton cloths are too coarse or unsuitable.

When bolting cloth is used it is immediately rinsed without removing from the funnel, then taken out, placed on a glass plate and well rinsed again in running water and allowed to dry before it is lifted from the plate. Thus treated, it may be used over and over again for a long time.

With the common cloth, the separable funnel is pulled apart as soon as it reaches the sink and the straining cloth dropped in the trash box. The funnel is at once washed and dried, a new strainer, of the cloth most used, is inserted, and a hollowed out cork, made for that purpose, being placed over the point. The funnel, now all complete and ready for instant use, is set in place on a glass shelf, among the dozen or more long pointed glass funnels that are used for filtering prescriptions when cotton or paper is used.

Ready pleated filter papers are at hand for use in these glass funnels; a rubber band snapped around the top of each filter holds the paper in fold, and they occupy a compartment in one of the top drawers of the prescription counter with the other filtering and straining materials used in prescription work.

Good strainer cloth should be very evenly woven from hard twisted yarn, unbleached, non-absorbent, though less oily than ordinary cheese cloth, strong enough to stand the squeezing and twisting that is necessary when expressing liquid from its dregs, and free from lint.

It would be more convenient, and therefore more widely used, if marketed in circles of various diameters, like filter papers, and also in 1 and 5 yard pieces.

When using a large glass funnel, or any circular vessel, in straining, the cloth should be cut in circular form. The long ends of a square cloth are inconvenient and a frequent source of accident. The cloth is quickly and securely attached to the edge of the vessel with four or more patent clothes pins—5 cents a dozen at the nearest grocery store—making a little pleat in the cloth under each pin.

At the Hardware dealers' one may find milk can strainers, a tin utensil not unlike the separable funnel, but much larger, about 10 inches across the top and 5 at the bottom, where arrangement is made to clamp a straining cloth by means of a loose ring; cloth may be stretched across top, also, and a fine wire cloth strainer is fixed in the middle of the funnel.

In the line of wire utensils one finds many shapes and all sizes of wire strainers as useful in the laboratory as in the kitchen; wire cloth strainers form a ready support for a cloth strainer as well as being useful for the purposes for which they are intended.

¹A paper contributed to the annual meeting of the New York State Pharmaceutical Association at the Brighton Beach meeting, June 29, 1904.

Cream of Current Literature

A summary of the leading articles in contemporary pharmaceutical periodicals.

Tablets of Sal-Codeia Bell are composed of a combination of five grains of salacatin and one-quarter grain of codeine sulphate. It is an efficient analgesic and uric acid eliminant. The codeine is free from morphine, does not impair the action of the salacatin, increases the analgetic efficiency of the combination, and, in no case, induces a drug habit. The tablets are recommended as an effective remedy in rheumatic, neuralgic and uric acid conditions generally.

A Reaction for Hyposulphites.—De La Puente, in a communication to the Spanish Society of Physics and Chemistry (1904 No. 10) describes a reaction which he considers as specific for the hyposulphites in analyzing mineral waters. A small amount of hyposulphite dissolved in water gives, on the addition of ammonium molybdate in a nitric acid solution, a yellowish red color, which rapidly turns blue. The solution of molybdate must not contain an excess of acid, which would precipitate the sulphur of the hyposulphite. The blue color seems to be due to an oxide of molybdenum, which is formed by the reduction caused by the hyposulphites.

Poisoning by Benzin.—A recent note published by Guyot (*Bulletin de la Société de Pharmacie de Bordeaux*, May, 1904,) is of interest to pharmacists, in view of the fact that benzin is so frequently sold for various domestic purposes, and is, therefore, one of the accessible poisons. The author was called to a woman who had drank some benzin a few minutes after lunch, mistaking the liquid for water. Three hours later she began to feel buzzing in the ears, a dull pain over the stomach and nausea. It was difficult to know what she had taken, except by the odor of the breath, which was distinctly that of benzin. If the vomited matters could have been collected it would have been easy to distill some, and to test the distillate with a mixture of sulphuric and nitric acids so as to obtain the odor of nitrobenzol, which resembles that of bitter almonds. An emetic was given and the symptoms were quickly relieved, but the breath continued to smell of benzin for 12 hours afterward. The author thinks that possibly the reason why the poisoning was so mild was that the stomach had been full when the benzin was taken.

A Rapid and Delicate Reaction for the Detection of Gum Acacia in Powdered Tragacanth.—Payet (*Répertoire de Pharmacie*, July 10, 1904, page 301) publishes a note concerning the differentiation of gum acacia from gum tragacanth in mixed powders. It is very difficult to powder gum tragacanth, and most pharmacists obtain the powder from wholesale druggists. In examining the sample of gum tragacanth in which he suspected an adulteration, he asked himself whether there was present in gum tragacanth an oxydase which renders a solution of gualacol brown in the presence of hydrogen dioxide in the same way as acacia does. The reaction when tried upon a solution of tragacanth made with cold water and not filtered gave negative results. The author concluded that this reaction enables us to distinguish gum acacia from gum tragacanth:

A solution of a suspected gum, 1 part in 30, made with cold water, is placed in a test tube, and an equal volume of a 1 per cent. watery solution of gualacol is added. A single drop of hydrogen dioxide is mixed with this liquid and the mixture turns rapidly brown in the presence of acacia, while if the gum tragacanth be pure, it remains absolutely colorless.

The Examination of Codeine.—Schultz (*Farmatsefticheski Journal*, 1904, page 790) publishes an extensive investigation on the purity of the codeine of commerce. His conclusions are as follows:

1. The codeine of the market (Knoll & Co.) represents a very pure product which is soluble in 118 parts of water at 15 degrees C. (instead of 80 parts, as indicated in the Russian Pharmacopœias), which loses its entire water of crystalliza-

tion at 100 degrees C. If codeine be heated to 120 degrees C., as required by the Russian formula, it is partly decomposed.

2. The characteristic color-reaction of codeine (a blood red color on the addition of a drop of nitric acid to a solution of codeine in sulphuric acid) is always positive, provided that the solution of codeine in sulphuric acid be previously heated to 150 degrees and then cooled before the nitric acid is added.

3. In view of the fact that codeine forms bluish green solutions in sulphuric acid when the latter contains selenium, or iron, the author suggests that codeine be employed as a test for the purity of sulphuric acid. Such a test would be especially valuable in the examination of alkaloids, for instance, those of opium, when it is important to have a sulphuric acid free from these admixtures.

Incompatibility of Ammonium Acetate and Extract of Cinchona.—Crouzel (*Répertoire de Pharmacie*, July 10, 1904, p. 301) frequently had occasion to prepare prescriptions in which were contained ammonium acetate and the extract of cinchona. In every case he noted that there was formed immediately a precipitate which was the more abundant the larger the dose of the extract of cinchona. This reaction reminded him of that which is described for the qualitative tests of cinchona by means of ammonium oxalate. It must be noted that the precipitate increases according to the amount of quinine contained in the cinchona, while the presence of other alkaloids—e. g.: cinchonine, does not give a more pronounced precipitate.

The incompatibility which the author describes is not, so far as he knows, described by any other writer. Dorvault points out, however, that ammonium acetate is incompatible with alkalies, with strong acids, with salts of mercury, and with nitrate of silver. The author found that ammonium acetate in watery solutions is not incompatible with the extract of kola, of coca, of sarsaparilla, of bitter-orange, &c. He concludes that a combination of the extract of cinchona with ammonium acetate should be avoided.

The Identification of Fluid Extract of Quebracho.—Firbas (*Pharmaceutische Post*, 1904, page 221) studied the behavior of the quebracho alkaloids, of which the fluid extract contains 0.2 per cent. It is very difficult to isolate one of the alkaloids of this preparation, and to perform the characteristic tests with it, because the fluid extract contains such a small amount of active principles. We are compelled, therefore, to depend upon a general color-reaction with hyperchloric acid. With this acid aspidospermin, aspidospermatin, aspidosamin and hypoquebrachin, give a very constant fuchsin-color, while quebrachin gives a yellow color and quebrachamin, a yellowish red tint. According to Firbas, the only alkaloid which gives a similar reaction is apomorphine, which is not found in any fluid extract that is employed in pharmacy, and which is easily distinguished by its reaction with ferric chloride. Firbas recommends the identification of quebracho according to the following method: 5 Gm. of extract of quebracho are evaporated to dryness with 5 Gm. of calcium carbonate upon a water bath; the residue is triturated, and is extracted with chloroform. The residue on evaporation is dissolved in 1 or 2 Cc. of dilute sulphuric acid. One decigramme of potassium chlorate is added and the mixture is slightly heated. A very intense constant fuchsin color develops, which on further heating changes into yellow.

Enesol, the Salicyl-Arseniate of Mercury.—Colgnet (Lyon médical, June 5, 1904,) describes enesol, the salicyl-arseniate of mercury, as a combination obtained by the reaction of one molecule of methyl-arsenic acid upon one molecule of basic salicylate of mercury. It occurs in the form of an amorphous white salt, slightly soluble in water, and its solutions may be sterilized by heat without decomposing. Enesol gives neither the reactions of the arseniates nor those of mercury. It is

not precipitated by ammonium sulphide, nor by potassium iodide. It contains 38.46 of mercury and 14.4 of metallic arsenic. One centigramme of this substance approximately corresponds to one Cgm. of mercuric biniodide.

This new mercurial compound is said to possess a very low degree of toxicity. The author injected 0.25 Gm. at one dose into a rabbit without causing any symptoms of poisoning, nor any disturbance of digestion. In order to kill this rabbit the injection had to be repeated three days in succession. One and five-tenths milligrammes of mercuric biniodide will cause marked disturbances in a rabbit, and three such doses are fatal. It is probable that the poisonous properties of the mercury in enesol are diminished, thanks to the organic combination. The remedy is given by mouth or in the form of injections, which are not painful.

Andre's Reaction for Quinine.—Guigues, in a communication to the Pharmaceutical Society of Paris, on July 6, 1904, described a case in which Andre's reaction failed to detect quinine. The sample submitted was one of wine of cinchona with bitter-orange-peel. After a preliminary qualitative test the author proceeded to look for quinine, and for this purpose drove off the alcohol by heat, rendered the residue alkaline by the addition of ammonia, extracted with ether, and redissolved the yellowish-white residue on evaporating the ether, by means of dilute sulphuric acid. The reaction for quinine was tried with the liquid thus obtained. The author obtained colors varying from a more or less reddish-brown to a dirty-yellow, but in no case the emerald green color which he expected. The acid solution did not possess the characteristic fluorescence.

It was improbable, however, that the wine did not contain any quinine, because the taste of cinchona was very clearly present. He added some quinine sulphate to the wine and tested again, obtaining once more a negative result. He concluded that the solution contained some impurity which interfered with the reaction, and succeeded in removing this impurity by shaking the acid solution with ether. This solution gave the reaction sought for very clearly. He found, on experimenting, that the failure of the test at the first trial was due to the presence of the principles of bitter-orange-peel, which were present in abundance in the residue obtained on evaporating the ether, and which were afterward partly dissolved in the water. As the residue was almost white and was partly insoluble in sulphuric acid, the author thought it useless to purify it still further, but he was wrong. He calls attention to these facts, not only to show how sometimes reactions of this kind fail, but also because the addition of bitter-orange-peel to cinchona wine is a great source of error in assaying this preparation.

The Decomposition of Potassium Iodide by Fats.—Heffter (*Schweiz. Wochenschr. für Chemie und Pharmacie*, 1904, page 320) considers the practical relations of the decomposition which takes place when potassium iodide is brought into contact with fats. Every pharmacist knows that the ointment of potassium iodide, when prepared with lard, becomes discolored after a while through the liberation of small amounts of free iodine. The presence of free iodine may be detected in these ointments even before they change color by spreading the salve upon a glass plate and covering with a bell-jar in which a paper moistened with potassium iodide and starch solution has been placed. The color reaction was noted in this paper with a 10 per cent. potassium iodide ointment, made with lard, after 2½ hours; with benzoated lard after 4 hours; with lanolin after 4 hours; with white petrolatum not after two days, and with yellow petrolatum not within two days. The cause of the decomposition of the iodide by the contact with animal fats has not yet been investigated, but the present author found that whatever the substance which produces the decomposition may be, it is soluble in water. On further testing the filtrate, the absence of sulphurous acid was disclosed, and the presence of hydrogen dioxide was detected. The liberation of iodine in potassium iodide ointment is therefore explained by the development of hydrogen dioxide from the water which was employed in the preparation of the ointment. Hydrogen dioxide decomposes the potassium iodide, either alone

or with the co-operation of traces of free fatty acids which may be present.

Another question is the explanation of the formation of hydrogen dioxide in the fat or in the water, which is mixed with the fat. Fats, as is well known, take up oxygen from the air, and are therefore auto-oxidizable substances, which may on the further absorption of oxygen become dioxides. The formation of hydrogen dioxide may be explained by supposing that the dioxide formed by the oxidation of fat, acts upon the water, or that hydrogen dioxide is formed by direct oxidation of hydrogen atoms which formerly were combined in the fat. The formation of dioxides in fat takes place very rapidly, and the author found traces of dioxide even on the second day in lard, which had been prepared according to the rules.

The Estimation of Fat in Milk.—Kollo (*Pharmaceutische Post*, May 20, 1904), describes a rapid method for the estimation of the amount of fat in milk. This method is especially applicable for the use of hospitals &c., where the milk has to be tested daily when delivered. It is sufficiently accurate, and yet is not complicated, and does not require any expensive apparatus. The absolutely accurate method of fat analysis is the gravi metric, after extracting the fat with ether, &c. This is too complicated for routine use. There are also a series of optical methods, such as those of Donné, Reischauer, Feser, &c., which are based on the fact that the more fat milk contains, the less transparent it becomes, or on the fact that a larger amount of water must be added to milk to render it transparent when the milk contains much fat, and vice versa. These opacity methods are all very inaccurate, according to Kollo, inasmuch as it is not the fat alone that causes the opacity of milk. The dissolved casein and albumin also play a prominent role in the opacity of the milk tested. Marchand's lactobutyrometer is more accurate than these methods, but only when employed with unadulterated milk. The results obtained with skimmed milk, or with adulterated milk are very unreliable, and a number of methods, more or less unsatisfactory, have been devised in order to obviate this inaccuracy. The method described by Kollo, and which he claims to be superior to the other short methods for the estimation of fat in milk is carried out as follows: To begin with N cubic centimeters of ether at the temperature t weigh α . N Cc. of the same ether, after having been employed in extracting n Cc. of milk will have the weight of $\alpha + \alpha'$, because the original weight of the ether is augmented by the weight of the fat dissolved. As α represents the weight of the pure ether and is known, it is easy to determine the weight of α' , in other words the weight of the fat extracted. The process therefore is conducted as follows: 10 Cc. of milk are measured into a 100 Cc. flask, 1.5 Cc. of a 20 per cent. solution of potassium hydrate are added; the mixture is shaken, and 25 Cc. of ether are added. The whole is then shaken for five minutes, and the receptacle is cooled in cold water for a time. 2 Gm. powdered tragacanth are added, and the mixture again shaken, whereupon the ether separates in a clear layer. 10 Cc. of the latter are measured off and placed in a dried and weighed flask with a glass stopper. The weight of this ether is now ascertained. The weight of the same volume of pure ether at the same temperature is known, and the difference between the two figures thus obtained will be the amount of fat dissolved in the extraction. This figure, multiplied by 25, and divided by the specific gravity of the milk, will give the weight-percentage of milk-fat. The results of a series of analyses give figures very close to those obtained by the gravimetric method.

PASTOR KNEIPP'S PILLS.

	Grains.
Extract of rhubarb.....	16
Extract of Cape aloes.....	64
Powdered rhubarb.....	16
Powdered castile soap.....	16
Powdered fenugreek.....	5
Powdered dwarf elder root.....	5
Powdered fennel.....	5
Powdered juniper.....	5

Mass and divide into 60 pills. Three or four to be taken in the morning or evening.

Queries and Answers

We shall be glad, in this department, to respond to calls for information on all pharmaceutical matters.

Tasteless Syrup of Quinine.—F. C. F.—A heavy syrup of chocolate affords one of the best methods of masking the bitter taste of quinine. The quinine is preferably mixed with the syrup by simple agitation in a capacious bottle. If mixed in a mortar, care should be observed not to grind the quinine to powder, since the drug develops increased bitterness when powdered. It will be found advantageous to render the syrup slightly alkaline by the addition of liquor potassae, U. S. P., in the proportion of about 2 drachms of potassa solution to each pint of syrup. Syrup of yerba santa enjoys considerable popularity as a pleasant vehicle for quinine. The incorporation of quinine with this syrup calls for the exercise of some skill in manipulation. To merely add the quinine to the syrup and shake the mixture will not give satisfactory results. The quinine should be rubbed up in a mortar with small portions of the syrup added little by little. In this way the complete separation of the characteristic resin of yerba santa, which occurs when the mixture is merely stirred together, and which presents so unsightly a compound, is prevented.

A useful stock syrup for use as a general corrigent of bitter drugs, including quinine, is made as follows:

Cinnamon (Ceylon).....	20 Gm.
Ginger (Cochin).....	12 Gm.
Cloves.....	8 Gm.
Nutmeg.....	8 Gm.
Extract of liquorice, purified.....	50 Gm.
Sugar.....	750 Gm.
Alcohol,	
Water, of each.....	q. s.

Reduce the cinnamon, ginger, cloves and nutmeg to a No. 40 powder, moisten with 15 Cc. of alcohol, macerate for 24 hours in a covered vessel, then pack into a cylindrical percolator and gradually pour alcohol upon it until 100 Cc. of percolate is obtained; mix this with the sugar in a mortar and set aside in a moderately warm place until the alcohol has evaporated. Add water until 500 Cc. of percolate is obtained; dissolve the extract of liquorice in the percolate with the aid of gentle heat, add the aromatized sugar, let the whole come to a boil, strain and add enough water through the strainer to make 1000 Cc.

Stylographic Ink.—J. B.—This ink is usually made thinner in consistency and lighter in color than the ordinary writing fluids, but we suppose it would be possible to adapt the ordinary ink for use in the stylographic pen by diluting it with water and adding a small amount of mucilage of acacia. A recent formula for a stylographic ink proper calls for the following ingredients in the quantities named:

Tannic acid.....	gr. 200
Gallic acid.....	gr. 50
Indigo carmine.....	gr. 320
Ferrous sulphate.....	oz. 1
Mucilage of acacia.....	fl. oz. 2
Liquefied phenol.....	M. 5
Distilled water.....	fl. oz. 16

Dissolve the tannin and gallic acid in part of the water, and the ferrous sulphate separately in another part. Mix, add the indigo carmine, and, when dissolved, filter. Then add the mucilage and the phenol. Allow to stand for some time to deposit, then carefully decant, or filter through a little moist absorbent cotton.

The Troublesome Liniment.—In reference to the note printed in our last issue under the heading "A Liniment Troublesome to Compound," W. L. C. is good enough to favor us with the following note:

"Referring to the query of J. L. W. in regard to a cream of camphor liniment of formula given, I write to say that the following method will give the best results: Dissolve the soap and ammonium chloride in 5 pints of water mixed with aqua ammonia, and to this solution add all at once the solution of camphor and menthol in the mixed oils and shake; add bal-

ance of water. This preparation apparently defies all rules of pharmaceutical manipulation.

Ehrlich's Triple Stain.—G. E. S.—This solution, more correctly known as the Ehrlich-Biondi-Heidenhain Mixture, consists of a mixture of 5 Cc. of a saturated watery solution of methyl green, 10 Cc. of a saturated solution of methyl orange, and 2 Cc. of acid fuchsin. Another method of preparing this stain is to dissolve separately methyl green 1 Gm. in 200 Cc. of water, 1 Gm. of acid fuchsin in 80 Cc. of water, 4 Gm. of methyl orange in 400 Cc. of water, and mixing the solutions thus formed. The stain is not further diluted.

Fermented Milk.—G. E. T. asks us to publish the formula for a fermented milk similar to koumyss, matzoon, &c., and is respectfully referred to the *AMERICAN DRUGGIST* for July 25 last, in which he will find on page 48, complete explanations of the methods of manufacturing the various preparations of fermented milk.

Cider, Vinegar and Wine Formulas.—U. M. C. writes: "Could you tell us where we could procure a book or publication containing formulas for the manufacture of pure and artificial ciders, vinegars and wines?"

We do not know of any single work devoted to this subject. Methods and processes are given in the various books of formulas, and the following works may be profitably consulted: Cooley's *Cyclopædia of Practical Receipts* (D. Appleton & Co., New York); The *Scientific American Cyclopædia of Receipts* (Munn & Co., New York); Fenner's *Complete Formulary* (B. Fenner, Westfield, N. Y.). In Vol. 1, of Allen's "Commercial Organic Analysis" (P. Blakiston's Sons & Co.), in footnotes and otherwise, considerable information is provided regarding the manufacture and composition of ciders, wines and vinegars. The following might also be useful for reference: "Vinegar and Acetates, Cider and Fruit Wines," by W. T. Brannt (Munn & Co., New York).

Change of Color in Solution of Potassium Iodine.—W. R. G. writes: "Would you kindly inform me through your journal what has caused the trouble in the following prescription:

Kali iodidi.....	℥iv
Aqua dest.....	q. v. ℥vi
M.	

I used Rosengarten's potassium iodide and filtered the solution into a clean bottle. When it left the store it had the same appearance as when previously prepared. When, however, about three-quarters of the contents had been taken, the patient asserted it made him sick, and that it had changed to a red color. I at once suspected free iodine and told him to discontinue taking it. The bottle, as returned by him, now contains quite a crystalline precipitate. I have filled the same prescription for him several times, and on questioning him found he used and kept it under precisely the same conditions. I made up a quantity of the solution from the same lot of potassium iodide about a week ago, and it has not changed color. It is "up to me" to explain the cause of the trouble, and I must confess I am unable to do so. If you can help me out it will be greatly appreciated.

It is very evident from what our correspondent says that iodine has been liberated, the salt being contaminated with potassium iodate. There is no purer potassium iodide made than that of Rosengarten & Sons, and from the fact that another lot of solution made from the same salt, under the same conditions, underwent no change on keeping, we are inclined to think that the appearance of free iodine in the bottle supplied to the patient was caused by the action of some external agent. Solutions of potassium iodide are readily affected by the action of light, and it may be that the bottle in the possession of the patient had been unwittingly exposed. The rays of electric light are more rapid in reducing action than

gas light, and it might be well to make inquiry on this point. Solutions of potassium iodide of any concentration are notoriously difficult to keep in good condition, but it is unusual to find more reduction than gives rise to a straw color in the liquid. The appearance of a distinct red color would indicate the liberation of an appreciable amount of iodine. From all the facts in our possession we have no hesitation in saying that contamination or reducing action took place after the bottle came into the patient's possession.

Ammonia Liniment.—Cruse contributes some practical notes on the preparation of ammonia liniment to the *Pharmaceutische Zeitung*. It is very difficult to obtain this liniment in such a form that it will not decompose on standing. The first suggestions on this subject made by Cruse, in 1895, were to the effect that the olive oil prescribed officially should be replaced by rape oil, with the addition of a little oil of poppy. It was found, however, that the amount of ammonia which was necessary to saponify rape oil was not always the same, and the author therefore fell back upon the use of sesame oil, as recommended by Dieterich. Unfortunately, the mixture of oil of sesame and ammonia always assumes a slightly reddish tint, and on standing steadily grows thicker. In order to obviate both these disadvantages, Cruse now suggests the addition of castor oil, which, to his knowledge, has not heretofore been employed in the preparation of ammonia liniment.

Experiments in saponifying various oils, alone and in mixtures, showed that a mixture of castor oil and ammonia gave the whitest liniment, which, however, was very thin in consistency. By adding castor oil, one may regulate the thickness of the liniment at will. The author suggests the following formulas, and recommends that they be tried by pharmacists who are interested in the subject:

1. Thick liniment: Sesame oil, 60; castor oil, 20; ammonia, 20.

2. Thin liniment: Sesame oil, 50; castor oil, 30; ammonia, 20.

Both mixtures remain homogeneous on the addition of equal parts of chloroform, or of two parts in ten of turpentine.

A camphorated ammonia liniment may be prepared by means of a camphorated oil, which is made from sesame oil, instead of olive oil. This method has the advantage that sesame oil freezes at 0 degrees C., while the official camphorated oil congeals at plus 5 degrees C. The camphorated liniment is composed of 60 parts of camphorated sesame oil, 20 parts of castor oil, and 20 parts of ammonia. This liniment fulfills all requirements in respect to appearance, constant composition, and miscibility. It is to be presumed that the sesame oil could be replaced with cotton seed oil.

The Production of Quinine.

According to a report by the director of plantations of quinia for British India, the Madras Government manufactured in 1902, 15,711 pounds of quinine, and Bengal, 11,297 pounds, a total production for India of 27,008 pounds. The Island of Java produced and exported 43,750 pounds.

The different countries producing the bark exported in 1902 the following quantities: Java, 14,726,000 pounds; India, 1,020,000 pounds; Ceylon, 407,000 pounds; and South America, 775,000 pounds; Africa, 178,872 pounds, a total of 17,103,872 pounds.

There are twenty establishments in the world manufacturing quinine, distributed as follows: Five in France, three in England, two in Germany, two in Italy, one in Holland, four in America, one in Java, one in Bengal, and one in the Madras Presidency.

The two principal markets of quinine are London and Amsterdam, although the London market has gradually diminished in importance as the plantations of Java increased in development. The amount of cinchona bark sold in Amsterdam in 1902 reached 14,322,659 pounds, while in London only 2,850,000 pounds were sold during the same year.—*Journal de Pharmacie et de Chemie*, July 1, 1904.

Correspondence.

Vermont Board Registers Only by Examination.

To the Editor:

SIR,—The impression has gone out that the Vermont Board of Pharmacy recognizes other States' certificates and college diplomas. Kindly correct this error through your journal. We register only by examination. Thanking you for your kindness.

J. G. BELLROSE, Secretary.

BURLINGTON, VT., August 16, 1904.

The Pay Telephone System.

To the Editor:

SIR,—I was pleased to read an article in the *AMERICAN DRUGGIST* for August 8, on the pay telephone system in Syracuse. I have been agitating this question for some time past, and can cheerfully testify to the approval and support which I have had from every druggist whom I have approached on the subject.

A. W. BEACH.

SYRACUSE, N. Y., August 11, 1904.

Sequipedalia.

To the Editor.

SIR,—In reference to note—Is this the longest word? I hereby submit a word with forty-six letters, fifty-four letters including sulphate, viz.: Di-tetrahydrochinolylmethoxyphenyl-amidacetyl sulphate, which is the chemical name for quinacetine sulphate made by Hovelar Chemische Fabrik, Berlin, Germany. This is the longest word I ever heard.

R. GAUFF.

BROOKLYN, N. Y., August 9, 1904.

To the Editor:

SIR,—Since my contribution of a chemical word with 38 letters in the issue of August 8, I have accidentally come across one with 46 letters, viz.: Di-tetra-hydro-chinolyl-methoxyphenyl-amid-acetyl, the chemical name for quinacetine. I hope some one will contribute a still larger word.

OTTO RAUBENHEIMER, Ph.G.

BROOKLYN, August 10, 1904.

No Advertisements Solicited by the American Pharmaceutical Association.

Chas. Caspari, jr., general secretary of the American Pharmaceutical Association, informs us that at the forty-seventh annual meeting of the association, held at Put-in-Bay, Ohio, September, 1899, the general secretary was directed annually to inform the local secretary and the pharmaceutical press of the following resolution adopted at that meeting:

Resolved, That no advertisements shall be solicited or accepted for any of the publications or programmes issued by or in the name of the American Pharmaceutical Association.

Importance of Reading the Trade Journals.

The merchant or manufacturer, the industrial or professional, the manager or operator, who assumes to "get on" without the trade journals directly or collaterally bearing on his particular specialty, is seriously handicapped in the stress of competitive strife. Wilfully, though perhaps not wittingly, he deprives himself of sources of information and of material for progress and profit, lack of which must inevitably leave him in the lurch. The managing head of every "house," no matter how large the "concern," should above all things see to it that each department head, and so many of the working force as by their intelligent interest show that they would profit by technical and professional information—that all these men are provided with the trade journals best fitted to promote the advancement of each in efficiency. This, at expense of the firm, of course, since the firm, in turn, cannot fail largely to profit by such policy. And don't commit the folly of balking at the preponderance of ad pages. The information these contain is never less and often far more valuable than that found in the "reading matter."—*Boston Herald*.



By W. A. DAWSON

Under this head will appear suggestions and plans for increasing trade, advertising experiences, information, and notes of interest useful to the pharmacist in the preparation of his advertising matter. Specimens of current advertising will be reproduced, with suggestive analysis and criticism, and queries relative to advertising matters will be answered. To avoid delay address communications to the Department of Business Building, AMERICAN DRUGGIST, 66 West Broadway, N. Y.

ODD WAYS OF ADVERTISING.

W. C. Simpson, "Prop'r Simpson Drug Co.," Vienna, Ill., sends us a handbill that he used in connection with an exhibit of prize pigs during Farmers' Institute week in Johnson County, Ill., last fall. In his letter, Mr. Simpson says: "Being personally acquainted with 90 per cent. of those in attendance, and wanting to start the sale of stock foods, I thought this a fine starter. I placed the pigs on exhibit on our public square and they were an attraction all day."

The circular reads in part as follows:

SEE "SIMPSON'S" TAMWORTHS.

The Tamworth Hog is new to Johnson County; in fact, new to the State.

They have been bred and raised in Tamworth, England, for many years, and are regarded as the greatest of BACON HOGS.

They are very prolific, great rustlers and the best hog for cattle feeders.

This trio on exhibition are regarded as fine specimens of the breed. I had no idea of showing them or would have had them in proper show form.

DR. HESS' STOCK FOOD

would make these pigs fatter. I just began feeding it. 25 lb. bucket for \$1.60; also 50c and \$1.00 packages.

The circular then goes on to give particulars regarding the "Boar pig farrowed in April, by M. Duke out of Pridalia," etc., and "The two gilts (*sic*) at five and a half months of age and richly bred on Tamworth lines." Then follows mention of Dr. Hess' Poultry Pan-a-ce-a, which "makes hens lay, whether they want to or not." Dr. Hess' "Louse Killer," and Pratt's, Stillwagon's and other proprietary stock and poultry foods.

Verily, the druggist who would make ends meet, and perhaps lap over to a surplus, must adapt himself to his environment, be all things to all men, prescriptionist to a prince, pig fancier to a farmer. We congratulate Mr. Simpson; he has the true business and advertising spirit, takes circumstances as he finds them and sets them to work for Simpson; doesn't repine because he has no show to practice "pure pharmacy" and uphold his professional dignity. Fate has placed him in a hog-raising community to earn a living. Hog is the main thing and Mr. Simpson, with rare business acumen, sees that hog is his main chance and stock foods his most profitable line. Hog raising being the chief industry in that section and the thing that every farmer is more or less interested in, Mr. Simpson goes to work and imports the best strain he can find and starts breeding hogs. But, mark the point: he raises better hogs than the others do, and he proceeds to "mak' a dell o' a fuss about it," puts 'em on exhibition in the market square, distributes handbills, gives a little lecture on the fine points of the "Tamworth" pig, and soon every hog raiser in the county knows about "Simpson the druggist," his hogs and his stock foods; for the price of one Tamworth "boar pig" and "two gilts" he has bought fame in a day.

If that is not effective advertising, what is?



Criticism and Comment.

THE MANAGEMENT OF AN IDEAL SHOP.

Naparima Dispensary, San Fernandino, Trinidad, B. W. I., writes for suggestions for the arrangement and management

Clipped from Current Advertising.

Items of Interest

We want every one to become interested in our advertising—it will be mutually beneficial. You will keep posted on what is best to buy, and the best price you can get it for. As we own several stores, we designate them by number, as you will see below. All of our stores carry a complete and high grade stock, but some lines of sundries are not carried generally, therefore we mention in each ad. at which store the article is best obtained.

Special Sale of Statues

A few days ago we placed on sale a handsome line of Bronze Effects that should sell well at the prices we are asking. Placed on mantels, cabinets, etc., they give the home a rich, finished effect. A wedding gift that would be greatly appreciated. This week we are offering them at Store No. 2 at a discount of 20 per cent.

Sick Room Needs

At No. 2 we have a special department, in charge of an expert, where trusses, supporters, elastic goods, and sick room supplies of all kinds may be obtained. No better stock in the city, and we sell at lowest prices.

Liquor as a Medicine

We carry wines and liquors for family and medical use at our No. 1 and No. 2 stores. Our stock is very complete, embracing those liquors known especially for their purity. See our large ad. in *Druggist's Examiner*. We sell Duffy's Malt at 85c.

Bust Developer

Dr. Vaucadre's famous prescription for developing the bust is a preparation that we can highly recommend. It will positively increase your bust measure from 3 to 4 inches, and will greatly aid your general health. Ask one of our lady attendants for free booklet. Get a bottle now. Store No. 3. Price \$1.00.

Mme. Wilbur's Demonstrations

Mme. Wilbur is now at our No. 3 store demonstrating the merits of her toilet preparations. We would like to have you call and get booklet and trial applications while Mme. Wilbur is here to personally explain her goods. Trial applications free.

A Good Camera

When you take your vacation this Summer you will surely want a camera with you. The time to get one is now, then you will get the benefit of your present occasional outings. You get these at our No. 3 store, and you get them at lowest possible prices. Prices start at \$2.00.

Cuesta Rey Cigars

There are still a few more boxes of those Cuesta Rey Cigars left, and it will be to your advantage to secure a box while you have a chance to make such a saving. A box of 50 cigars that sell regularly at \$3.50. We are selling them at Nos. 1, 2 and 4 stores while they last at \$2.40.

Patent Medicines

When you are after patent medicines there is one best place to get them, and that is at the "Sun" store. All of our stores carry a complete line of patents, and at the lowest possible prices. You will find that a majority of our medicines sell at 75c.

Suit Cases

At our No. 3 store we are now displaying a special line of suit cases that are exceptionally well made, are neat appearing, and are cases that would please the most fastidious. Prepare for that trip now, and buy a good suit case. We are selling them at \$5.00.

Wrist Bags

At No. 3 we are also selling some Automobile, Wrist and Hand Bags that are bound to please, both in quality and price. We have all grades and all prices, but have for this week's special the cheaper grades. It will pay you to see our stock. We can sell you a very good bag at \$1.00.

Truss Security

If a truss is made rightly and fitted properly it is almost priceless—it may save life. It is easy to waste money on worthless trusses. No danger of doing so if you buy here. We fit carefully, sell closely and guarantee the quality of the truss and the satisfaction of wearing it. All kinds and sizes, single and double, made to order if necessary, made to fit in any case. Best made single elastic truss, \$1.25. Best made double elastic truss, \$1.75. Largest stock of trusses west of Denver.

Anyone who wears a Truss

Or expects to wear one should call and see my complete line. I especially recommend and guarantee the famous Whetmore Truss. I have had years of experience in fitting all kinds of trusses and can therefore guarantee a perfect fit. Private room and best of service at your disposal with Mr. Baburn's personal attention. Satisfaction guaranteed or money refunded.

Our Truss Department

As experts in truss fitting we have learned and proved what trusses are best adapted for the purpose. We therefore introduce instruments of known value, better than any one who has not had our experience. More cures will result, and satisfaction be obtained through using our trusses and other appliances. It means more good for the individual wearer and add reward that every one can appreciate. Good goods at reasonable prices. We carry a full line of Abdominal supporters, Braces, Bandages, Belts, Crutches, Elastic Hose, Pads, Suspensory bandages, Trusses of all kinds, Wristlets, &c., &c. Free messenger service at all hours. French, German, Spanish and Italian spoken.

Trusses

Our stock of trusses is made up from various lines of the best makes in Hard Rubber, Celluloid and Elastic Trusses, and is complete at all times in sizes, shapes and kinds. We guarantee a fit in each and every instance. No extra charge for fitting.



Quinine, ounce, 35c
Juvenile Soap, 5c
Peruna, 50c
S. B. S. Small, 10c
Pinkham's Compound, 50c
Scott's Emulsion, 75c
Laxative Cold Tablets, 15c
Little Liver Pills, 15c
White Pine Cough, 10c
Munyon's W. H. Soap, 3c
Yale's Hair Tonic, 50c
Ayer's Hair Vigor, 50c
Sanitol Tooth Powder, 15c
Quinine Cap, per doz., 3c
Viola Cream, 25c
Peruvian Tonic, 50c
Swamp-Root, 50c
Lablach Po, 25c
Harlem Oil, 25c

Land Cream
for chapped and
rough skin
25c

THE OWL 250 Main,
10th and Main,
10th and Walnut.

COLD CREAM FOR EVERY SEASON.

Cold Cream is a necessity the year 'round to people who would keep their skin soft and velvety. Ward's Albina Cold Cream has qualities peculiar to itself in its perfect smoothness, and its creamy whiteness and purity. Ladies find it necessary as a protection against winter winds and chapped lips and a delightful massage cream. Men with sensitive skin use it after shaving and find immediate relief for burning, itching faces. Fresh every week 25c 50c 75c and \$1.25 size

Ward's Drug Store
MAIN STORE 107 E. PINE ST. PEAK AVENUE
PHONE MAIN

BUY YOUR DRUGS
RIGHT

Why Pay More?

One Pint Bottle of Distilled
Extract of Witch Hazel

25c

HERPICHUP TO
DATED DRUGGIST
M. IN AND FOURTH ST.

Patent Medicines

Prices are right and
goods are fresh. Here
are some of the prices:

Peruna, 60c.
Munyon's Paw-Paw, 75c.
Pinkham's Compound, 60c.
Jayne's Expectorant, 35c and 60c.
Bloom's Osmulium, 70c.
Hager's Cordial, 70c.
Scott's Emulsion, 35c and 60c.
Father John's Medicine, 40c and 80c.
Wampole's Preparation of Cod Liver Oil, 60c.
Delavan's Whooping Cough Remedy, 35c.
Kilmer's Swamp-Root, 35c and 70c.
Gude's Pepto-Mangan, 75c.
Paine's Celery Compound, 60c.
Listerine, 15c and 60c.

Get it at Evans's

120 Chestnut Eighth and Arch
303 Market 230 North Front
17th and Chestnut

ABSOLUTE
ACCURACY

PRESCRIPTIONS

There are no haphazard methods in our prescription filling; our accuracy is the sort that "splits hairs" with the smallest fraction of a grain—it is absolute.

Tel.
Main **3**

1142 Pacific Ave.

of the ideal drug shop. The subject was treated of at length in our department of "Store Management" during the years 1901 and 1902. The issue of October 28, 1901, contains floor plan and specifications of a model pharmacy. "The arrangement of the ideal drug shop" is a large subject, and as we have so recently and fully discussed it can hardly spare space to go over the same ground. We would recommend that you procure files of these two years and read the series of articles on "Store Management." In our department of Business Building you will find many valuable suggestions regarding up to date business methods in the pharmacy. The same reader also requests catalogues from makers of store fittings, etc.

SPECIAL CUTS USED IN NEWSPAPER ADS.

Five more ads of the kind illustrated in our July 11 issue, in which a special cut is used to give distinctive individuality to each advertisement, are shown herewith. That used by the Owl Drug Company is a good idea poorly executed. If, instead of the partly drawn details, the figure was simply an outline of the owl's figure—a good strong heavy line that would print up good and black, it would have been much more effective. As printed in the newspaper, the cut looked weak and gray, more so than it appears here. The ink used by the AMERICAN DRUGGIST is denser and blacker than newspaper ink.

The best cut of the lot is the name and address tail piece of "Ward's Drug Store."

The ads of Herpich and Virges & Co. show the futility of using white on black in a newspaper cut. They show up far better here than they appeared in the newspapers. It takes the finest of ink and the most skillful presswork to print a black background and white letters cut so that the black is smooth, even and solid. Newspapers having a decent regard for the neat appearance of their pages refuse such cuts, because they always look like a gob of ink dropped on the page.

Virges & Co.'s is a veritable puzzle picture—a "find the name of the druggist and get a glass of soda" sort of ad. It was necessary to pick it out letter by letter to get it correctly here.

Evans' Philadelphia ad is distinctly disappointing, being little more than a bulletin of cut prices on patents and Evans' stores are the largest and do the biggest business of any in the country. There are thousands of interesting things to tell about them, and the telling would bring thousands of customers into them.

* * * * *

An eight-page pamphlet from "The P. C. Schilling Company's Pharmacy, Pittsburgh," seems rather lacking in dress without a cover.

It is printed on pink-tinted coated book paper, eight pages, 3 x 6 inches, in black ink, and but one style and size of type is used throughout, a 12 point (pica) light-faced, or "lining" roman letter, and the leaves are fastened together with pink silk thread, two long stitches and a plain knot tied inside.

* * * * *

A COOL SUGGESTION.

Last summer a variety store customer of ours who handles straw hats and men's shirts used this idea to attract attention. Two wooden wash tubs, in each of which was a large cake of ice, were placed in his show windows. In one cake of ice was frozen a straw hat, to which this label was attached, "A cool hat." A shirt frozen in the other cake of ice was labeled, "A cool shirt."

The above clipping from *Butler Brothers' Drummer* suggests "A cold glass of soda." An appetizing looking phosphate or other drink, all complete as when set before a customer—the glass in holder, straw or spoon in glass and an appropriate garniture of fruit. The thing is quite feasible by adding a hot solution of gelatin in sufficient quantity to make the soda solidify enough to hold its shape and appearance when placed in the water tank of an ice machine. A little experimental work would be necessary to discover the amount of gelatin and method of use, but undoubtedly the thing could be done either with a "still" phosphate or a foamy vanilla or chocolate.

* * * * *

Do not be backward in criticising the poorly printed newspaper when solicited for advertising, and make that your stated reason for withholding your patronage from such publication where you can possibly afford to do so.

BRITISH PHARMACEUTICAL CONFERENCE.

Pharmaceutical Politics and Science Discussed at the Forty-first Annual Meeting.

(Specially written for the American Druggist.)

LONDON, August 12.

The proceedings at the annual convention of the American Pharmaceutical Association are watched with some interest in the United Kingdom. The drug trade of the United States reciprocates in regard to the meetings of the British Pharmaceutical Conference.

The 41st of these was concluded at Sheffield yesterday, a quarter of a century having lapsed since the conference last visited the city of the cutlers. Then the late G. F. Schacht, one of the British pharmaceutical stalwarts of the past, occupied the chair. This year T. H. W. Idris presided over the gathering. British chemists are very proud of Mr. Idris, who from the ranks of retail pharmacists has become one of the most prominent mineral water manufacturers of the country, and besides, holds an important position in both municipal and parliamentary politics.

In his address Mr. Idris again dealt with a subject that, since he opened the Bristol Conference last year, has had much attention from the medical and pharmaceutical professions throughout the British Isles. The question of dispensing by doctors is a very crucial one in the Old Country, and one very difficult to deal with. The practice has grown to such an extent that the average chemist has little opportunity for exercising his legitimate and appropriate function as dispenser.

On the other hand, however, the conditions of medical practice nowadays are such that the medical man is often compelled to dispense, in view of the patients' inability to pay, or aversion to paying both the doctor's and druggist's charges.

It is urged that the average medical practitioner is not competent to dispense his medicines because the pharmaceutical knowledge demanded by the medical curriculum is inadequate and Mr. Idris also pointed out that the duties of a doctor in diagnosis and determining the remedy induces a confusion of mental processes often leading to serious dispensing mistakes when the doctor is his own dispenser.

Mr. Idris dwelt on the fact that there is no check on the dispensing doctor, who, indeed, can sign the death certificate and thus remove any suspicion of accidental poisoning.

In view of these circumstances Mr. Idris urged that dispensing should be separate from medical practice, and in order that there should be reciprocal reform he insisted that chemists should abandon prescribing over the counter.

SOME OF THE PAPERS.

The papers contributed to the conference were full of interest and the chief may be epitomised as follows:

F. A. Upsher Smith, in a paper on the cultivation of valerian rhizome, in Derbyshire, remarked as noteworthy that in spite of the fact that considerable quantities of valerian are grown in the United States of America, the bulk of the Derbyshire yield goes to that country. The farmers of Devonshire collect the wild rhizomes and transplant them, and in the fall cut off the growth above ground with scythes, dig up the rhizomes, fill them into boxes with perforated bottoms, dip the boxes into a running stream to wash off the earth, and finally dry the roots in a loft over a coke fire. As stated, most of the valerian goes to the United States.

It was noticed during the South African war that Boers suffering from hemorrhoids dug up the rhizomes of *Sansevieria thyrsiflora* and chewed the inner portion—cures being thus effected. From a preliminary examination of the rhizomes Mr. Frederick Davis concludes that there are present a glucoside, a globulin, an albumen and another important constituent not yet specified. He recommends, as the best preparation, that obtained by pressing out the juice from the whole rhizome, filtering and preserving with 20 per cent. of glycerin.

Farr and Wright—two veterans in British pharmaceutical research—recommend for preparing a standardized powdered extract of hyoscyamus, the following: From a selected sample

of the drug, a portion is reduced to No. 60 powder and estimated; a second part reduced to No. 20 powder is exhausted by repercolation with 70 per cent. alcohol, the proportion of alkaloid determined, the alcohol recovered and the residue dried in tared dishes, first over a water bath and finally in a hot air oven at a temperature of 60° to 70° C. An estimation is then made of the dry extract and enough of the powdered drug embodied so as to yield a product having 0.20 per cent. alkaloid.

Drs. Leonard Dobbin and Alex. D. White present a process for preparing synthetic populin, which is to dissolve salicin in alkaline boiling water, and to add benzoyl chloride gradually. The populin is deposited and can be purified and recrystallized.

An examination of the ash resulting from ignition of the solid residue from calumba preparations leads F. H. Alcock to conclude that the ash is fairly constant in proportion and character. And he makes the suggestion that valuable analytical constants might be obtained by examining the ash from galenicals that do not contain easily determinable principles.

Of two coloring matters isolated from the petals of *Rosa gallica*, by Naylor and Chappell, they find that the yellow is not quercitrin. It was obtained in crystalline needles, having the formula $C_{20}H_{16}O_6$. The red matter was amorphous.

Experiments lead Messrs. H. Wippell Gadd and Sydney C. Gadd to infer that, as the hairs of nux vomica contain proportionately more fat and less strychnine than the remainder of the seeds, their rejection prior to making the liquid extract would considerably minimize the trouble arising from the presence of fat in that preparation.

LONDON LETTER.

T. H. W. Idris and Glyn-Jones—Latter's Career One of the Romances of Pharmacy—Organization of the Chemists' Defense Association—The Ammoniated Quinine Case—The Personality of Glyn-Jones—Idris's Great Aerated Water Business.

London, August 12.—The Cult or Celt may be said to be one of the dominating features of British pharmaceutical politics at the present time. Two of the most prominent men in British pharmacy are Welshmen, Thomas Howell Williams Idris, president of the British Pharmaceutical Conference, and William S. Glyn-Jones, barrister-at-law, secretary of the Proprietary Articles Trades Association (the N. A. R. D. of Great Britain) and counselor of the Pharmaceutical Society. In point of universal interest the personality of Glyn-Jones is the more attractive, for his career has been one of the romances of pharmacy. Ten years ago Glyn-Jones was an unknown man. His intimates knew him as a hard working chemist with an unimportant business in the East End of London, but the world of pharmacy had never heard of him. To-day there is no one better known or capable of producing greater enthusiasm.

He first came into prominence in connection with a scheme for stopping the cutting of prices of proprietary articles. He conceived the idea of a protective association, and his energy, faith and ability evolved the Proprietary Articles Trades Association, and, what is more important, kept it alive during the stormy period of its infancy. To-day the P. A. T. A. is a power to be reckoned with, and no new proprietary is now put on the British market that has not its prices "protected" by the association. About five years ago Glyn-Jones was summoned for an offense under the Sale of Food and Drugs Acts. Some lime water had been bought by a local inspector at his shop which the public analyst found to be deficient in lime. In answer to the charge Glyn-Jones appeared in person, and, surrounded by a formidable array of reference books, the British Pharmacopœia, Attfield's Chemistry and so forth, he got his first lesson in the art of legal advocacy. He did not win his case, but to this day he is convinced that he ought to have won. At any rate that experience probably changed the current of his career.

His next achievement was the institution of a Chemists' Defense Association, to work in connection with the P. A. T. A.

and yet independently. The C. D. A. is a limited company, incorporated by the laws of the land, and for a small yearly subscription its members (or shareholders) are given legal defense up to a certain limit in trade cases brought against them. Each case, of course, is considered on its merits, and the C. D. A. defenses in the courts, particularly in prosecutions (many of them frivolous and vexatious) under the Adulteration Acts have been singularly successful. The C. D. A. formed, Glyn-Jones went a step further. He managed, in a remarkably short time after the suggestion was mooted, to so influence wholesalers and others that a large sum of money was raised for a Drug Trade Appeal Fund. This guarantee money was to be used in appealing doubtful cases, decided adversely to chemists, to the higher courts of justice. Several such cases have been decided, the most successful being that in which



W. S. GLYN-JONES.

Glyn-Jones himself got a decision against the Inland Revenue which revolutionized the working of the Medicine Stamp Acts.

The exemption gained for chemists by that decision, known as the Ammoniated Quinine Case, crowned the popularity of Glyn-Jones with his fellow chemists. The result was concisely and accurately summarized in the *AMERICAN DRUGGIST* for July 11, p. 3, so that his triumph will be appreciated by American *confrères*. Of course, long before this case was decided he had been an aggressive member of the New Party on the Pharmaceutical Council. The whole force of opposition from the official clique only served to increase the tenacity and determination of the young Welshman, and he had many notable victories. During all this strenuous time he was quietly reading for the bar. He had conceived a new objective, and in spite of the fact that he was perhaps the busiest man in pharmacy, he managed to assimilate so much law in his leisure moments that he passed his final examination with honors, being second on the list of successful students. His popularity with chemists has given him an almost safe *clientele* for Food and Drug Act and Medicine Stamp Act cases, and within a fortnight of being "called to the bar" he got his first brief and won the case.

And now as to the manner of man he is. Conceive a pallid, sharp featured man of about thirty-six, with shaggy black hair on his head and an auburn beard surrounding his chin and cheeks. When discussing anything in which he is interested his dark eyes glow with the Celtic fire of enthusiasm, and his restless energy cannot be stilled. A true "black Celt" with all the characteristics. He is, as may be imagined, a fluent and convincing speaker, with a clear, deep voice that suggests the effective bass singer. His thin, angular, but not ungraceful,

frame betrays the restless, irrepressible temperament, and his fragility at times gives a suggestion of frail health which overwork might turn into a sudden collapse; for he is eminently one of those careless persons who "burn the candle at both ends," so to speak, and the physical powers may on occasion be unable to keep pace with the mental. But he is a man, if health permit him, who is likely to go far. A project is on foot to present him with a testimonial from the entire drug trade as an appreciation of services rendered. He will be entertained to a public dinner in October.

* * * * *

The president of the British Pharmaceutical Conference is a man with many points of resemblance to the young barrister. As before mentioned, he is a Welshman, being born "Thomas Howell Williams," the surname "Idris" being afterward assumed by deed poll. He, like Glyn-Jones, was apprenticed to a Welsh druggist and afterward was dispenser to a doctor for a time, during which he experienced so many peculiar things in connection with medical dispensing (*i.e.*, dispensing by doctors) that the memory haunts him to this day. So serious an impression did the carelessness and irresponsibility of doctors' dispensing make upon his mind that last year, in his presidential address to the Conference at Bristol, he made public such a deadly list of "mistakes in doctors' surgeries" that it set the whole medical profession of the country by the ears. He advocated the total separation of prescribing and dispensing, as a thing which would not only tend toward the greater dignity and honor of both physician and pharmacist, but also to the better safety of the public.

* * * * *

From Wales the young Idris (or Williams, as he then was) migrated to London, where he was for a time in one of the historic wholesale houses. Then he started on his own account and was for a time merely a successful retail pharmacist. But a chance visit to Paris gave him the idea of adding the manufacture of aerated waters and siphons to that of chemist. He made a deal with a celebrated Parisian siphon maker and secured the rights for a new siphon for England. Into this branch of the business he threw his energies and organizing capacity so thoroughly that in a few years he retired altogether from the retail trade, and the incorporated company of Idris & Co., Limited, are now probably the largest manufacturers of siphons in the world. By degrees the little factory in North London, where the "Idris" aerated waters and "Idris" siphons were first manufactured, became inadequate, and the present "Idris" factory is an enormous building with an output reckoned in millions of bottles and siphons per annum.

* * * * *

For many years Idris has been a man of public affairs. He began his public career, as most men do, in the local municipal Parliament, but was early elected a member of the London County Council, and on that body he has been for years a colleague of the president of the Pharmaceutical Society. He is likewise president of the London Chemists' Association, president of the Public Dispensers' Association, and this year he is Mayor of St. Pancras, one of the most important of the newly created metropolitan boroughs. A much older man than Glyn-Jones, he, as before observed, has many points in common. Although his career has not been so meteoric, they have the same gifts of fluent speech and quick assimilation of extraneous subjects. In course of time the probabilities are that Mr. Idris will add M. P. to his name, for he has designs on Parliament, and his capacity, energy, originality and resource will not only make him a useful legislator, but will insure that the claims of pharmacists will at least have a hearing in the Mother of Parliaments.

An American syndicate headed by Capt. Charles Holt, according to advices from Mexico City, has purchased the Popocatepetl volcano, which is said to contain enormous quantities of sulphur. The construction of an extensive refinery is planned, also a long aerial tramway to carry down the sulphur.

SOCIETY OF CHEMICAL INDUSTRY.

Arrangements for the Annual General Meeting in This City Now Completed.

Practically all details have now been perfected by the Committee of Arrangements for the annual general meeting of the Society of Chemical Industry in this city from September 7 to 12, inclusive. At outline of the programme for that week was published in the *AMERICAN DRUGGIST* for July 11. The complete official programme gives some further details, especially as to entertainment. Mention has already been made of invitations received from various manufacturing establishments and places of interest in and around New York to visit their plants. Among the invitations received and accepted are those from the following:

Westinghouse, Church, Kerr & Co., power house for Pennsylvania Railroad, at Long Island City.

Consolidated Gas Company, gas works at Ravenswood, L. I.

New York Edison Company, water side station, Thirty-eighth to Thirty-ninth streets and East River.

Schwarzschild & Sulzberger Company, abbatoir, Forty-fifth street and First avenue.

Nichols Chemical Company, copper refinery at Laurel Hill. (Through the courtesy of this company luncheon will be served at the works.)

*Carl H. Schultz, mineral water manufacturing, 440 First avenue, New York City. (Arrangements have been made by the company to entertain 50 guests at luncheon.)

New Jersey Zinc Company, spiegel furnace, Hackensack Meadows.

Ehret's Brewery, Ninety-second street, near Third avenue, New York City.

Ruppert's Brewery, Ninety-second street and Third avenue, New York City.

Central Brewing Company, Sixty-eighth street and East River, New York City.

Pacific Coast Borax Company, factory at Bayonne, N. J.

*Tiffany & Co., jewels and jewel cutting and setting.

*Metropolitan Museum of Art, Fifth avenue and Eighty-second street, New York City, Bishop collection of jade, Morgan collection of porcelains, gold room, &c.

*American Museum of Natural History, Columbus avenue and Seventy-seventh street, New York City, gem room, Bement collection of minerals, &c.

Arrangements have been made by the Ladies' Committee to entertain the ladies while the gentlemen are visiting these places or attending functions to which ladies are not invited. It is the accepted rule of the society that members will not ask permission to visit works where there are industries carried on in which they are personally interested. On the Western trip to St. Louis, which will follow the meeting here, an opportunity will be given to visit establishments in lines not represented in the New York list.

The Hotel Seville, at Madison avenue and Twenty-ninth street, has been selected as headquarters of the society during the sessions here.

The annual banquet, on Thursday evening, Sept. 8, at the Waldorf-Astoria will be one of the most elaborate functions of the convention. It is earnestly requested that as many of the New York section of the society as possible will attend the banquet to do honor to their fellow members from abroad, of whom it is expected that fully 100 will be present. The charge for banquet tickets has been made nominal; a large part of the expense of the feast is to be met by an appropriation from the entertainment fund. It is also hoped that all who possibly can will accompany the guests on the steamboat trip around New York on Sunday, September 11. The steamer will leave the West Thirty-fifth street pier at 9.30 a.m., and dinner will be served on board.

The Committees on Hotels and Transportation have contracted with the Pennsylvania Railroad for a thoroughly modern and up to date train of Pullman cars for the trip to St.

* Ladies invited.

Louis and back, and have also arranged for hotel accommodations in New York and the several cities to be visited, excepting St. Louis, where permission has been given to occupy sleeping cars on the Fair Grounds. Should members desire not to do so, accommodations can be obtained at the Inside Inn on the Fair Grounds or elsewhere in St. Louis, if they inform the committee of their wishes in the matter.

Hotel accommodations at Washington, Pittsburgh, Chicago, Buffalo, Niagara Falls and Boston will be secured for those wishing them if they will indicate whether they desire moderate or more elaborate quarters.

Only a limited number of American members can be accommodated on the special train carrying the guests, but if there are enough applications they will travel in two sections. Should there be more applicants than accommodations, those making earliest application will be given preference.

Elaborate plans have been made for the entertainment of those going to St. Louis at Philadelphia, Washington, Pittsburgh, St. Louis, Chicago, Detroit, Buffalo and Boston.

N. W. D. A. ENTERTAINMENT FUNDS.

Local Committee of the N. W. D. A. Under Criticism.

John M. Peters said the other day that there had been no further developments in regard to the movement started by certain New Orleans houses to solicit funds for entertaining the N. W. D. A. on the occasion of the latter's convention in New Orleans next November. Mr. Peters said that it had come to his attention that local drug firms had been receiving a circular letter from the houses referred to, and as this step was contrary to the declared policy and wish of the N. W. D. A., he took measures to check the undertaking. He asked all houses which had been called upon, as well as those which might be, not to respond to the request for assistance. In a letter to the *Oil, Paint and Drug Reporter* he called attention to the matter, and gave reasons why no response should be made. Since that letter appeared Mr. Peters said he had heard nothing further from the effort started in New Orleans. In the course of his letter he said:

"In 1887 the N. W. D. A., at its meeting in Boston, resolved that its future entertainment should be in the hands of its own committee, and should be paid for by an assessment upon each member present at a convention, the amount of which was left to the committee to fix. The purpose of this resolution was to enable the association to meet where it pleased, regardless of whether there was a local representation of its members or not, and at the same time to relieve any members who might be located at the place of meeting from the burden of entertaining those in attendance at the convention. It was the operation of this resolution which made it possible for us to meet at Saratoga, at Washington, at Old Point and other similar places, and which also made the association feel free to go to Denver, Richmond, New Orleans and other places where the local membership was not large. At the Washington meeting the Baltimore jobbers tendered an excursion on the Potomac as an addition to the entertainment which the committee was able to provide from its regular assessment, and this was accepted and duly acknowledged by the committee, as have been similar complimentary additions elsewhere. At several meetings there have been deficiencies in the income of the entertainment committee, and these have been charged to the association and paid from its funds, thus making the organization entirely independent of any scheme of contribution from the local trade. Unfortunately, at New York, Boston, St. Louis and Chicago the funds provided by local contribution have so largely exceeded those from the sale of tickets that the affair has been largely a local entertainment rather than one of self entertainment, as was intended by the resolution adopted in 1887. When the expenses for entertainment are provided by such means as an appeal to those "whose products are directly marketed through the members of this association," it becomes most embarrassing to the entertained, and so far violates the spirit of independence expressed in the

Boston resolution as to be most objectionable. For that reason I trust the letter will meet no response, and I further trust that the work of arranging for entertainment will hereafter be confided to a small committee familiar with the work and prepared to carry it out on business lines, in accordance with the purpose of the resolution by which such a committee was provided for.

ANNUAL MEETING OF THE MICHIGAN STATE ASSOCIATION

A Well Attended and Profitable Convention.

The twenty-second annual meeting of the Michigan State Pharmaceutical Association, was opened in Grand Rapids, Mich., August 9, with an attendance of 125 members. The address of welcome was made by Mayor Sweet, of Grand Rapids, and responded to by Stanley E. Parkill, of Owosso.

POINTS IN THE PRESIDENT'S ADDRESS.

President Walker's address was very interesting in matter. He referred to the rapid progress of pharmacy in the last decade, and said that at the present time the State University could not supply the demand for chemists. He called the attention of the members to the need of a higher standard of education in pharmacy, and recommended that all persons appearing before the board for examination should be required to hold a diploma from some recognized school of pharmacy. He insisted that the future of retail pharmacy depended upon the pharmacists themselves, and urged upon his hearers the necessity of using every means to elevate the calling in Michigan. President Walker said that he could not conscientiously endorse the Serial Numbering Plan, as adopted by the Miles Medical Company, and endorsed by the N. A. R. D.

The secretary's report showed that the association was in a flourishing condition; 65 new members had been secured for this meeting. This is the largest number of new members secured in any one year for a period of 15 years.

The report of the treasurer showed that the finances of the association were in a very satisfactory condition.

W. A. Hall, of Detroit, read an interesting paper on Dispensing Notes.

W. C. Kirchgessner, Grand Rapids, read a paper entitled Tooth Paste, Powder and Lotions.

John D. Muir, of Grand Rapids, secretary of the Board of Pharmacy, read a report of that body.

A. H. Webber, of Cadillac, who was a delegate to the convention of the National Association of Retail Druggists, at Washington, last year, followed with an extended report of the work of that body. He very heartily endorsed the Serial Numbering and Contract Plan, and very severely criticised the Washington Promise Plan.

Not It, But Something Just as Good was the title of a paper contributed by Treasurer Lemen, and which started up an unusual amount of discussion among the delegates. Mr. Lemen opposed substitution of medicine or articles made by druggists themselves in preference to those made by manufacturers. W. A. Hall read a paper setting forth the desirability of membership in the A. Ph. A.

Next followed a discussion of some topics presented by H. B. Mason, Chairman of the Committee on Papers and Queries. These included the following queries: 1. In Advertising your own Preparations, Spices or other Suitable Articles, Have you Sampled Them, and, If So, Has the Practice Paid? 2. Do you Advertise much Directly to the Physician, and what Methods have you Employed? 3. How do you Prevent "Dead Beats" from "Getting in on You?" 4. Do you send Monthly Statements or other Reminders to your Debtors, or follow up your Book Accounts in other Ways? 5. Do you go out Collecting Bills Periodically?

The evening was taken up by a banquet tendered to the association at the Lakeside Club House, by the Hazeltine, Perkins Drug Company. It proved to be a very enjoyable affair.

Henry B. Fairchild acted as master of ceremonies, introducing the toast master, Lee M. Hutchins, whose clever remarks aptly introduced the speakers.

The second session of the association was called to order at 10 o'clock Wednesday morning, the first in order being a report by W. C. Kirchgessner on Trade Interests. This was followed by a report of the legislative committee, by C. F. Mann. This report of the legislative committee proved to be very interesting, and the debate on qualifications for registered pharmacists, the manner of electing the board, and a number of other topics was entered into very thoroughly by most of the members present.

Dr. A. B. Prescott read a paper on Educational Qualifications which was very enthusiastically received by the members.

Major J. B. Doble, organizer for the N. A. R. D., made an address on the work that had been accomplished by the national association, which was listened to very attentively by the convention.

The report of the adulteration committee, by J. O. Schlotterbeck, showed that there was still a goodly number of drugs and preparations sold by Michigan druggists that did not comply with the requirements of the U. S. P.

The following officers were elected for the ensuing year: President, W. A. Hall, Detroit; vice-presidents, W. C. Kirchgessner, Grand Rapids; Charles P. Baker, St. Johns, and H. G. Spring, Unionville; secretary, W. H. Burke, Detroit; treasurer, E. E. Russell, Jackson; executive committee, John Muir, Grand Rapids; E. E. Calkins, Ann Arbor; L. A. Seltzer, Detroit; John Wallace, Kalamazoo, and D. S. Hallock, Detroit. Committee on Trade's Interests for three years: J. M. Lemen, Sheppard, and M. Dolson, St. Charles. The next annual meeting will be held at Kalamazoo.

This meeting proved to be one of the most interesting and best attended that has been held in a great many years. In a large measure the credit is due to the enthusiasm and active work of the local secretary, W. C. Kirchgessner. He kept the interest aroused during the whole year. After selecting Kalamazoo as the next place of meeting, the meeting adjourned.

The Proprietary Medicine Question Before the American Medical Association.

At the recent meeting at Atlantic City the subject of proprietary medicines was discussed, both designedly and incidentally, by the Section on Pharmacology. It was by the tact and skill of the chairman, Prof. O. T. Osborne, of New Haven, kept within judicious bounds, and, although at times spirited, it was not acrid nor unduly prolonged. The discussion was precipitated by design, as there appeared upon the programme of the first day three titles directly treating of this question. The chairman selected for the theme of his opening address "The Scourge of Nostrums and Irregular Practitioners." This was supplemented by a somewhat lengthy report by a committee appointed last year dealing with the subject of "Proprietary Medicines," which was unanimously adopted. Following this came a very interesting paper on "Federal Supervision of Drugs," by Prof. Harvey W. Wiley, Chief of the Bureau of Chemistry of the Agricultural Department, Washington. Dr. William J. Robinson, of New York City, also read a paper on "The Relation of the Physician to Proprietary Medicines." Incidentally the subject was constantly before the section when other papers were read in which proprietary drugs were mentioned, often unconsciously; for instance, in the discussion on pneumonia and tuberculosis, when various serums or tuberculins, or synthetic and organic drugs, were referred to by the speakers.

In the discussion Dr. Robinson made the point that at the present day every physician who attempts to keep up with the scientific progress of the profession is obliged to prescribe proprietary preparations. He challenged any one of his hearers to deny that he used proprietary articles. One member rose to accept the challenge, but was immediately silenced and took his seat in confusion when asked "Don't you use adrenaline?"

and he was obliged to acknowledge that he did use it. Dr. Robinson divided the profession into three classes on this question: (1) Those who denounced and refused to use all proprietary remedies of whatever character; (2) those who used all kinds of proprietary remedies, good and bad, and (3) those who discriminate between the scientific and the unscientific. The members of the first class, he considered, do even more harm than the second. Proprietary medicines must not be confounded with nostrums, or remedies of secret composition, which should be tabooed by every self-respecting physician. No intelligent and conscientious man could consistently prescribe for a patient a remedy of whose composition he is ignorant. The fact is that at the present day manufacturers of new remedies, owing to the rivalry of competing firms, must avail themselves of the protection and possibility of remuneration offered by our patent laws, and unless we employ such remedies further progress in this direction of pharmacology is positively prevented. On account of the complicated structure of synthetic remedies—and, indeed, of most organic compounds—it is necessary to use short names for convenience instead of their lengthy descriptive titles.

Professor Remington said that the Committee on Revision of the United States Pharmacopœia had considered the subject carefully and that 18 or 20 synthetic drugs would be admitted, but not under their trade names. With regard to this class of proprietary pharmaceuticals, the section appeared to be in thorough agreement that, being definite compounds of known composition, they may properly be used by the profession, and indeed they generally are at the present day. With regard to secret nostrums and proprietary compounds whose composition is withheld, the section was apparently equally in concord in condemning their use.

Professor Wiley's communication, in which he described the recent work of the Bureau of Chemistry in making analysis of nostrums and the action of the Postmaster-General in denying many of them the use of the mails on account of their fraudulent character, was received with general favor. Subsequently a committee of three members was, by resolution, appointed by the chair to act during the year on objectionable medical advertising and to aid the authorities in determining the character of nostrums of notoriously fraudulent character. Of this committee Prof. C. S. N. Hallberg was made chairman, the other members being Dr. H. W. Wiley and Dr. H. C. Wood, jr. In the House of Delegates a similar sentiment prevailed, which found expression in the following resolution, which was passed after being approved by the Committee on Medical Legislation:

"Resolved, That the American Medical Association indorse the action of the Postmaster-General in enforcing the statute which prohibits the use of the United States mails for the distribution of obscene advertisements and fraudulent compounds and appliances."

OUR CANADIAN LETTER.

Ontario College to Be Rebuilt and Enlarged—A Proposed Drastic Amendment to the Post Office Act Squelched—New Price Restriction Scheme Likely to Fail—Wholesalers Meet and Dine.

Toronto, August 16.—The Council of the Ontario College of Pharmacy, which closed a session of some days on August 4, considered the question of finding a new site for the college building, but the scheme was dropped on account of the difficulties in the way, and it was decided to reconstruct and enlarge the present college building. The report of I. T. Lewis, the registrar and treasurer, showed that 937 druggists had taken out licenses and that six medical practitioners had taken licenses to do their own dispensing. The financial statement showed net assets amounting to \$66,340. The supplementary examinations held in December were abolished in view of the smallness of the attendance. A resolution was adopted in favor of a more stringent enforcement of the regulations as to infractions of the Pharmacy act. It was decided to organize

an alumni association among the graduates. G. E. Gibbard, Toronto, was appointed representative of the Council at the meeting of the American Pharmaceutical Association at Kansas City next month.

During the closing days of the session of the Dominion Parliament Sir William Murdock, Postmaster General of Canada, introduced a somewhat drastic amendment to the Post Office act giving the department power to prohibit the passage through the mails of any books, magazines, newspapers, circulars or other publications containing advertisements representing marvelous, extravagant or grossly improbable cures, or curative or healing powers by means of medicines, appliances or devices of any kind. In introducing the measure Sir William said that he regarded the enterprises of some of the patent medicine men as the grossest frauds that were perpetrated upon the people. The proposed amendment was considered as conferring altogether too much arbitrary power upon the Post Office Department, and excited so much opposition that it was withdrawn.

The price restriction scheme attempted to be put in operation by the wholesale druggists to insure the maintenance of prices of Canadian made patent medicines appears likely to fall through, as many of the trade in this city have refused to sign the contracts.

A meeting and banquet given by the wholesale drug trade took place in Toronto on the evening of the 12th inst. It was held with the object of bringing together the various interests in the trade. The affair took place at the King Edward Hotel, C. McD. Hay, of Lyman Brothers & Co., Toronto, presiding. Other representatives of wholesale houses present included James Watt, Lyman Brothers & Co.; W. S. Elliott, the Elliott Company, Toronto; W. E. Niblet, John Winer Company, Hamilton; C. W. Tinling, Dominion Drug Company, Hamilton; James Mattinson, London Drug Company, and George H. Clarkson, Lyman, Knox & Clarkson. There was also in attendance about 40 travelers from the leading wholesale houses and a number of representative retail druggists. The proceedings were of a purely social and informal character, though several topics of trade interest were touched upon in the speeches, more especially the recent "anti-dumping" tariff legislation of the Dominion Government providing for special tariff rates on goods imported at less than their selling price in the country from which they are shipped. It was urged that, as regards the drug trade, this had materially curtailed the retailers' margin of profit. Among the speakers were C. W. Tinling, Hamilton, and G. M. Petrie, J. Hargraves, G. E. Gibbard and E. M. Trowern, of Toronto.

G. B. Fowler, druggist, of Ottawa, has sold out his business to Thomas T. Beattie, and gone to Crandell, Man. Mr. Beattie has disposed of his business in Finch, Ont., to W. J. Kee.

Garda Elson, a well-known druggist of London, Ont., has secured a Government appointment in the Toronto Custom House.

Hasselfield & Nelson, druggists, of Deloraine, Man., have dissolved partnership, the business being continued by Mr. Nelson.

J. G. Faulkner, of Hull, Que., is succeeded in business by the Pharmacy Quenneville.

Montreal Has a Drug Club.

A recent number of the Montreal Pharmaceutical Journal contains particulars of the organization of the Montreal Drug Club. The promotion of harmony and sociability is the chief object of the club, which is to be open to employers and employees of the wholesale and retail trade. The club rooms are situated in the same building as the Montreal Medico-Chirurgical Society, over the Bank of Montreal.

The club consists of two large rooms, lavatory and ante or cloak room; the room facing St. Catherine street being used as a reading and recreation room, where there is a table with all the leading pharmaceutical journals and popular dailies, weeklies and monthlies. The other room is used for

billiards, in which has also been placed a shuffle board and three or four card tables.

The committee, to whom much credit is due in bringing about this successful organization, is as follows:

Hon. president, W. H. Chapman, retail druggist; hon. vice-president, W. J. Wright, rep. Parke, Davis & Co.; president L. G. Ryan, mgr. B. E. McGale's retail store; vice-president, Hercule Borre, with National Pharmacy; secretary, W. P. Wilson, with Lyman, Sons & Co.; treasurer, J. H. Goulden, mgr. Westmount Medical Hall. Committee: W. S. Stone, O. Dowler, A. C. Paquette, John Weinfeld, retail druggists; O. H. Tansey, mgr. J. A. Nicolle's store; J. A. Dearden, with John Lewis.

Baltimore Druggists' Association.

Baltimore, August 16.—Francis E. Sheldon, the representative of the Washington Promise Committee in this city, was entertained at luncheon yesterday by the Baltimore Retail Druggists' Association. The luncheon was preceded by a business meeting at the headquarters of the association in Sonnenburg Hall. John B. Thomas presided. John G. Beck, the chairman of the Local Schedule Committee, made a highly gratifying report of the work of the committee during the past ten months. Mr. Sheldon was called upon for a few remarks, and advocated larger assessments for the national organization. He said he hoped the day was not far distant when every retailer would feel it his duty to pay \$25 a year to the support of the N. A. R. D. He instanced the Hod Carriers' Association, which was able to maintain an organization with an assessment of \$12 a year to its national organization, and asked if the druggist, with his intelligence and skill and multiplied interests at stake, was not able to pay \$25 when the N. A. R. D. was giving him 25 per cent. larger profits in many of the larger cities.

Before the proceedings terminated Mr. Sheldon was presented with a handsome fob chain bearing the inscription, "Presented to Francis E. Sheldon by the Baltimore Retail Druggists' Association, August 15, 1904."

North Dakota Association.

The nineteenth annual meeting of the North Dakota Pharmaceutical Association was held at Grand Forks August 2, 3 and 4. The meeting was successful in all respects. Twelve new members were admitted. H. H. Bateman, of Cooperstown, headed a list of three nominees for membership on the Board of Pharmacy, the others being T. W. Forheringham, Westhope, and J. M. S. Wilser, Fargo. W. R. Noyes, of Noyes Brothers & Cutler, St. Paul, was an honored visitor, and delivered an address, in which he took occasion to compliment the druggists of the State on the success of the present convention and the very satisfactory growth of the association work. The members also listened to addresses by L. W. Leithead, of the Leithead Drug Company, Duluth, and M. J. Kennedy, of the firm of Kennedy, Suffel & Andrews, Minneapolis.

The interests of the N. A. R. D. were capably looked after by Major F. C. Vincent. He spoke of the finances of the association and pointed out that many labor unions and organizations of a similar character were more liberal in their support of their organizations than were the retail druggists of the country when it came to supporting the N. A. R. D.

The next meeting of the association will be held at Fargo, beginning the second Tuesday in August next year. The following officers were elected to serve during the ensuing year: President, W. J. Camden, Walhalla; vice-presidents, Edward N. Leiby, Ellendale; J. O'Keefe, Cavalier; secretary-treasurer, W. S. Parker, Lisbon; Executive Committee—R. F. Bryant, Fargo; F. L. Griffin, Grand Forks; J. H. McLain, Inkster.

Syracuse Druggists Discuss Telephone Situation.

Syracuse, August 13.—The matter of charging for the use of telephones was discussed at the meeting of the Syracuse Druggists' Association, held on August 11, but action was deferred. Many of the stores now have automatic 'phones, requiring patrons to drop a nickel into a slot before getting a desired party.

The resignation of George E. Thorpe as president was called up for action, and the association disposed of it by laying it on the table and voting to "consider the incident closed." Refusal to accept the resignation continues Mr. Thorpe in office, and he will continue. His term expires with the annual meeting on May 1, and he remains as president with the understanding that another be elected in his place at that time.

W. B. Bissell and R. E. Smith were elected delegates to the N. A. R. D. meeting, to be held at St. Louis October 10-14.

Examination for a Free Scholarship in the New Jersey College of Pharmacy.

On Friday, September 2, an examination will be held at the New Jersey College of Pharmacy, 224 Market street, Newark, of candidates for the scholarship established by the New Jersey Pharmaceutical Association. The following announcement of the examination has been sent out by Wm. M. Davis, 185 Glenwood avenue, East Orange, N. J., to whom all applications should be submitted:

A resolution establishing a "Free Scholarship" in the New Jersey College of Pharmacy was presented and adopted at the meeting of the New Jersey Pharmaceutical Association, held at Trenton in 1901. This scholarship is known as the "New Jersey Pharmaceutical Association Free Scholarship in the New Jersey College of Pharmacy."

In compliance with this resolution the Executive Committee of the New Jersey Pharmaceutical Association will conduct a competitive examination in the lecture room of the New Jersey College of Pharmacy, 224 Market street, Newark, on Friday, September 2, 1904, at 9 o'clock a.m.

This examination will consist of papers in geography, arithmetic, spelling, grammar and composition. The scholarship consists of two full courses of lectures in the New Jersey College of Pharmacy.

Conditions.—Every candidate must present his credentials bearing evidences of his moral character and must indicate a service of at least two full years of apprenticeship in a regular pharmacy.

The members of the Executive Committee are: Wm. M. Davis, East Orange, chairman; Chas. H. Landell, Bayonne; L. E. Feindt, South Orange; Robert Millgore, Dover; Chas. Wuensch, Newark.

Registered in Jersey.

The following is a list of the successful candidates at the July examination of the New Jersey Board of Pharmacy:

Registered Pharmacists.—John T. Britton, Long Branch; T. H. Boysen, Egg Harbor; Maxwell Bukofzer, Paterson; C. A. Billettdoux, Philadelphia, Pa.; N. E. Caputo, Brooklyn, N. Y.; Giuseppe Gesualdo, Newark; Felice Gesualdo, Newark; V. E. Girtanner, Newark; Frank Hohmeler, jr., Jersey City; Chas. A. Hamlin, Newark; Abraham Kruger, Newark; Charles Molz, Hoboken; L. A. L. Morphy, Newark; A. A. Renson, New Durham; George Schreiber, Newark; Joseph H. Stern, Newark; James L. Smart, Patterson; Albert Stethling, jr., Jersey City; Eugene M. Schick, Navesink; J. A. Stockler, Jersey City; Simon Steckler, Bayonne; S. G. Scott, Brooklyn, N. Y.; M. A. Tiller, Jersey City; George C. Tramer, Newark; Harry Yadowsky, Newark; William C. Zinnel, Lakewood.

Registered Assistants.—Charles A. Altemus, Trenton; David Bergman, Newark; Harry N. Butler, Manhattan, N. Y.; H. R. Douglass, Jersey City; G. O. Hancock, Asbury Park; Nathaniel Kessler, Newark; Wilbert Mathis, Camden; E. L. Newcomb, Vineland; Edward Orlor, Brooklyn, N. Y.; Daniel F. Trumbull, Jersey City.

The next examination will be held at Trenton, on Thursday and Friday, October 20 and 21, and intending candidates may make application to the secretary, Henry A. Jorden, Bridgeton, before that date. David Strauss, of Elizabeth, has been appointed a member of the Board to serve five years.

The Oklahoma Board.

The regular quarterly meeting of the Oklahoma Board of Pharmacy was held at Oklahoma City, July 12. All members of the board present. A class of 27 was present and took the examination. The following passed the required average

grade of 75 per cent. and received certificates of registration: Robert A. Brown, Bellemont; Wm. O. Bray, Oklahoma City; E. Y. Bradfield, Hobart; Arthur V. Cowman, Quay; Arthur Dudley, Ponca City; Henry Durheim, Fairmont; Geo. W. Hodges, Hutchinson, Kan.; John S. Moore, Fairland, I. T.; Howard Morrow, Jennings; Fred W. Olmstead, Anthony, Kan.; Wm. H. Rhodes, Goltry; Wm. B. Teitzel, Carney; W. R. Ward, Eldorado; Walter J. White, Sayre, and A. W. Woodmancy, Newkirk.

The next regular meeting of the board will be held at El Reno on October 4. Blank applications and all necessary information can be obtained from the secretary, F. B. Lillie, Oklahoma, upon request, enclosing stamp for reply.

Registered in North Carolina.

At a meeting of the North Carolina Board of Pharmacy, held in the city of Asheville on Tuesday, July 12, 1904, the following named candidates for license to practice pharmacy passed successful examinations: Wiley J. Broon, Waynesville; Benj. W. Brown, Oxford; William D. Bryan, Tarboro; William H. Blauvelt, Asheville; Patrick H. Burruss, Richmond, Va.; Richard A. Ellington, Reidsville; Charles B. Kidd, Charlotte; John D. McMillan, Jr., Lumberton; James B. Powell, Oxford; William Rogers, Asheville; Emmette E. Walker, Snow Hill, and James L. Williams, Newport News, Va.

The next meeting of the board will be held at Raleigh, Tuesday, December 6, at 9 a.m. Application should be made by those desirous of taking the examination to the secretary, F. W. Hancock, Oxford.

Recent Customs Decisions.

Importers of alizarine assistant are having a controversy with the customs authorities over the proper classification of that article. A few days ago the protest of Foote, Pearson & Co., of this city, came up for a hearing before the Board of United States General Appraisers. The importers claimed the article should be dutiable as a chemical compound at 25 per cent. ad valorem. The collector had assessed it as an alizarine assistant in the manufacture of which 50 per cent. or more of castor oil is used, at the rate of 30 cents a gallon.

Borate of soda containing over 36 per cent. of boric acid has been held by the Board of United States General Appraisers to be dutiable at the rate of 5 cents a pound under paragraph 11 of the Tariff act. The importers of the particular consignment considered by the board, Messrs. F. W. Braun & Co., claimed that the merchandise should have been assessed at 4 cents a pound.

The customs protest of Habricht, Braun & Co., of this city, against the action of the collector of the port in assessing an importation of canary seed at 30 per cent. ad valorem was overruled by the General Appraisers. The importers claimed it was entitled to free duty under the clause in the tariff which provides for seeds not specified in other paragraphs.

Better Than the Pre-requisite Clause.

In New York they think they have found a satisfactory method of selecting members of boards of pharmacy by giving pharmacists who are members of incorporated pharmaceutical societies the privilege of voting for candidates for board honors.

They had a lively scramble over the election of a member a few weeks ago, and the result was a surprise to many. Possibly they secured a good man for the place, but the chances against obtaining the best man are more than even under this as under any other plan.

One of the prominent drug journals of New York a few years since advocated placing boards of pharmacy under civil service regulations, and we heartily endorsed the proposition at the time. We should be delighted to see the experiment made. Let the aspirants for board membership be cited before a competent commission for examination as to fitness for this service, and let the three making the highest grades be certified as eligible to appointment by the Governor of the State.

It is possible that there is more real progress toward the best in pharmacy through a step of this kind than in any pre-requisite amendments to pharmacy laws.—*Midland Druggist*.

DIED.

BLUMMER.—In Washington, D. C., on Saturday, August 13, Charles H. Blummer.

DURHAM.—In Washington, D. C., on Saturday, August 6, Captain James Robinson Durham, in the seventy-second year of his age.

LATIN.—In Dayton, Ohio, on Monday, August 1, George Latin, in the forty-eighth year of his age.

WILSON.—In Indianapolis, Ind., on Sunday, August 7, James N. Wilson.

DRUG INCORPORATIONS.

Certificates of incorporation have been filed since our last of the following new concerns:

Abramson Drug Company, Brooklyn, N. Y. Directors: Flora Abramson, Max Abramson and Isadore Meyer. Capital, \$5,000.
The American Acid and Alkali Company, Bradford, Pa. Capital, \$400,000.

The Antozee Chemical Company, St. Louis, Mo. Incorporators: Frank L. James, John W. Cornelius and Henry W. Harris. Object: to manufacture antozee, toilet articles, etc. Capital, \$3,000.

City and Suburban Drug Company, New York. Directors: Pauline Meyer, Ernst Meyer and Robert Kuchnet. Object: to deal in drugs. Capital, \$500.

Dixon-Ferris Drug & Manufacturing Company, St. Louis, Mo. Incorporators: Samuel J. Dixon, Henry F. Ferris, James W. Sutton, Henry M. Post and W. J. Duggan. Object: to manufacture and deal in drugs. Capital, \$10,000.

The Dr. James Remedy Company, Augusta, Me. Promoters: Robert J. Henderson, Charlotte J. Dewar and Louis W. Crawford. Object: to manufacture patent medicines. Capital, \$15,000.

Larkin Drug Company, Waterville, Me. President, C. P. Larkin; treasurer, E. W. Boyer. Capital, \$10,000.

James H. McClellan & Co., Boston, Mass. Promoters: Thornton Parker, John M. Heath and others. Object: to deal in chemicals. Capital, \$50,000.

The Neuropathic Medicine Company, Cleveland, Ohio. Incorporators: Hugh H. Hinde, Andrew L. Rensing, Walter D. Meals, Phil E. Hintz and William L. Bressler. Capital, \$10,000.

New Drug Company, Milwaukee, Wis. Incorporators: William T. Bell, Charles Kirwan and Nathan Hickman. Capital, \$25,000.

John Reardon & Sons Company, Cambridge, Mass. Promoters: Edmund Reardon, William H. Reardon and E. N. Manning. Object: to deal in chemicals. Capital, \$250,000.

Sea Breeze Chemical Company, Birmingham, Ala. Incorporators: Harry Burn and others. Object: to manufacture chemicals, medicines, perfumes, etc. Capital, \$10,000.

The J. H. Stevens Company, Knoxville, Tenn. Incorporators: J. H. Stevens, George M. Stevens, Walter Roberts, J. Cleveland Harris and J. Walter Roy. Object: to carry on the business of druggists. Capital, \$7,000.

The United Chemical Company, Califon, N. J. Incorporators: Lawrence H. Trimmer, Isadore Topkins and La Mont V. Trimmer. Object: to carry on the business of manufacturing chemists and druggists. Capital, \$10,000.

Violette Company, Yonkers, N. Y. Directors: Oliver W. Hall, Palmer Coolidge and Albert C. Cobeck. Object: to manufacture a dentifrice known as Violette. Capital, \$100,000.

The Waldrum Drug Company, Pulaski, Tenn. Incorporators: James L. Waldrum, Janett L. Griffin, E. J. McKinney, A. J. Welch and B. S. T. Dolaree. Capital, \$10,000.

Riker Drug Stores, New York, N. Y. Directors: E. D. Cahoon, A. H. Casden, John J. Haigney, J. H. Marshall, W. C. Bolton, G. A. Deitz and A. G. Wilson. Capital, \$150,000.

Charles E. Sholes Company, New York, N. Y. Directors: C. E. Sholes, B. F. Ashley and T. B. Carpenter. Object: to deal in chemicals. Capital, \$50,000.

The Watkins-Leonard Company, Ramseur, N. C. Incorporators: E. C. Watkins, W. H. Watkins, E. B. Leonard, I. F. Craven. Object: the sale of hardware, drugs and other merchandise, wholesale and retail. Capital, \$25,000.

The G. T. Watson Remedy Company, Minneapolis, Minn. Incorporators: Charles T. Watson, Charles O. Pullman and Oliver A. Readfield. Object: to manufacture and sell proprietary medicines. Capital, \$25,000.

The Dentaseptic Company, New York. Directors: I. Corwin Bryant, Oscar B. Bergstrom and others. Object: to manufacture drugs. Capital, \$25,000.

Dixon-Ferris Drug & Manufacturing Company, St. Louis, Mo. Incorporators: Samuel J. Dixon, Henry F. Ferris, James W. Sutton, Henry M. Post and W. J. Duggan. Object: to manufacture and deal in drugs. Capital, \$10,000.

United States & Santo Domingo Company, New York, N. Y. Directors: J. P. Julia, E. E. Spillat and Isadore Levy. Object: to manufacture and deal in soap and perfumes. Capital, \$50,000.

James Chemical Company, Charleston, S. C. Incorporators: William Weston, L. A. Griffin, J. L. Hannahan and others. Object: to buy, sell and manufacture drugs. Capital, \$10,000.

Kiro Chemical Company, Sacramento, Cal. Directors: M. J. Robertson, William Geary, W. F. Geary, H. S. Kirk and T. L. Shore. Object: to carry on a business of chemists, druggists, etc. Capital, \$500,000.

Greater New York News.

The Gould Witch Hazel Company has moved from 165 Pearl street to 83-85 Pearl street.

James A. Webb & Son are now located at 50-52 Stone street, having moved from 165 Pearl street.

W. S. Boyden, New York representative of Rosengarten & Sons, of Philadelphia, has left the city for a brief vacation.

P. E. Anderson, of A. U. Andrus & Co., has returned from the Adirondacks.

Colonel Fitch, head of the local branch of P. D. & Co., is back at his desk after a pleasant outing in New Hampshire.

On Thursday, September 1, the Bushwick Pharmaceutical Society will hold its annual outing at Distler's Park, Jamaica, Long Island.

Dr. George F. Shradly, who has been the editor of the Medical Record of New York for thirty-eight years, has retired. He is succeeded by Dr. Thomas L. Stedman.

Joseph Weinstein, secretary of the Eastern branch of the State Board of Pharmacy, is taking his vacation in the Catskills. He will return the latter part of this month.

The San Gabriel Valley Essential Oil Co., of Pasadena, Cal., contemplate opening a branch in New York, and C. C. Mann, the secretary of the company has been here making the necessary arrangements.

A. J. Kaercher, of Allegheny, Pa., one of the old school druggists, who is widely known throughout the western portion of the State, spent a few days in New York City recently, as a portion of his summer vacation.

Albert M. Todd, of the Albert M. Todd Company, Kalamazoo, Mich., the well-known peppermint oil firm, together with Mrs. Todd and their daughter, returned recently from Europe. On their arrival here they were met by Albert M. Todd, jr.

The Drug Trade Club has issued a neat book giving a lot of valuable and useful information about the club, and containing the constitution, by-laws, names of officers, members both resident and nonresident, etc. It is of convenient size and handsomely bound.

Wm. M. Davis, of East Orange, N. J., started last week for New Hampshire, where he will spend his usual vacation period. He has been visiting the same place annually for the past 24 years, which says much either for the salubrity of the place or Mr. Davis' conservatism of habit.

M. R. Mandelbaum, the New York representative of the Wm. S. Merrell Chemical Company, Cincinnati, is spending part of his vacation period at Atlantic City, with Mrs. Mandelbaum. Several of his friends in the city have been treated to souvenir postal cards bearing interesting views of the beach and the board walk.

Frank A. Ruf, president of the Antikamnia Chemical Company, St. Louis, who is traveling in "the land of the midnight sun," has been delighting his numerous friends with souvenir postal cards bearing splendid views of the ice gorges and the famous fiords of Norway. Some especially handsome ones were received from him last week, dated Spitzenbergen.

Among the many Americans who are now touring Europe are Dr. W. C. Abbott, president, and Norman B. Harris, manager of the Abbott Alkaloidal Company, Chicago and New York. We have heard from Mr. Harris during his stay in Holland, and recent advices from London would indicate that they are extending their acquaintance among the medical and pharmaceutical fraternity there.

J. H. Rogers, the popular New York City representative of Johnson & Johnson, is on his vacation. He will visit his brother, in Geneseo, N. Y., where he expects to spend the time playing golf and fishing. How "Jimmie's" numerous admirers are to console themselves during his absence it is difficult to say. They will probably buoy themselves up with the thought of the thrilling tales of adventure with rod and reel with which he will regale them when he returns, ruddy and bronzed with exposure to sun and air.

The prospects for a large attendance at the Kansas City

meeting seem to be quite favorable, and the members both in Kansas City and St. Louis are making plans to entertain visitors on an elaborate scale. The programme of entertainment for the Kansas City meeting has already been printed in these columns. The St. Louis members propose to lay out a programme for three or four days at the Exposition, beginning Monday, September 12, and providing for the meeting of the members at specified times at various exhibits likely to be of interest to pharmacists. In addition to this the St. Louis members will provide for the admission of the pharmacists in a body to several of the entertainment features in connection with the Fair, such as the Anglo-Boer War, the Philippine Villages, etc.

Action Against Venders of Impure Soda Beverages.

The Board of Health, the Agricultural Department and the New York Fruit Exchange are co-operating in an active crusade against the sale of adulterated fruit syrups in soda water and lemonade and the use of injurious extracts for coloring and flavoring purposes. Inspectors have been collecting samples in Manhattan and Brooklyn and the East Side and Coney Island, where the hokey-pokey and ice cream sandwich men and venders of pink lemonade flourish. It is expected many arrests will follow the reports of analysts. Soda water fountains in drug stores and elsewhere are also receiving careful attention from the inspectors. On evidence procured by the Fruit Exchange, Jacob Goldstein, of the Universal Extract Company, was summoned to court last Friday to answer a charge of having violated the State Food law which prohibits adulteration and substitution. F. J. H. Kracke, of the local branch of the State Agricultural Department, contends that the sale of acid flavoring extracts as a substitute for the pure fruit juices is in violation of Article XI of the Agricultural law. The Health Department is proceeding under the city ordinances.

NEW YORK RETAIL DRUGGISTS' ASSOCIATION.

Members Declare Themselves Unequivocally Opposed to Price Cutting and Other Demoralizing Practices.

The New York Retail Druggists' Association held a meeting on Friday evening, August 5, in the New Star Theatre Building, at Lexington avenue and One Hundred and Seventh street. Peter Diamond presided for the first time as president. The minutes were read, and after some corrections were made, they were adopted. Sully Reinhardt was elected to membership. The Entertainment Committee reported that the Grand Central Palace had been hired for the evening of March 5, 1905, for the next annual ball. A committee was appointed to look for a permanent place of meeting in the neighborhood of Fifty-ninth street, it being felt that a central location for the place of meeting would make the attendance of meetings more convenient to the members residing in different sections of the city. A committee was also appointed to provide for the printing of the constitution; a full membership list is to be attached to it.

Max Mashler brought in a set of resolutions to the effect that the members pledge themselves to be absolutely and unequivocally opposed to price cutting and to the giving away of souvenirs, as well as to other practices which degrade and lower the standing of druggists; that the members will strenuously uphold the recognized standing of the professional pharmacist to the end that each and every pharmacist adhere to a certain scheduled price and other professional behavior; that the society embody these as well as other live issues that may be from time to time presented, and make them the foremost principles to act upon.

A spirited discussion on these resolutions followed, and had the effect of showing up existing evils in all their ghastliness. It was decided to adopt the resolutions and give the executive committee the power to act on them, with the understanding that but one thing at a time was to be taken up, and that special attention be given to the pernicious practice of giving presents with sales. The financial report showed that the income at the meeting was \$18.25, expenses \$6.33. The meeting began at 11.30 o'clock p. m. and lasted until 3 o'clock a. m.

PLASTER COMBINE DISRUPTED?

One of the Parties to the Agreement is Reported to be Underbidding his Associates—Disruption Denied.

Philadelphia, August 17.—It is reported that there has been a disruption in the business arrangements made some five or six years ago between the various manufacturers of plasters. At that time the following firms agreed to maintain prices: Johnson & Johnson, of New Brunswick, N. J.; Seabury & Johnson, of East Orange, N. J.; J. Ellwood Lee Company, of Conshohocken, Pa., and Bauer & Black, of Chicago. All other goods may have been cut, but these firms held strictly to the prices agreed upon. However, it seems that some of the houses were doing better than others. This state of affairs was allowed to continue until a few days ago, when one of the parties to the agreement began to offer all kinds of inducements at bargain prices to the trade.

It did not take the members of the plaster combine long to get on to what was doing, and all of them began to meet the prices set by the one who refused to longer abide by the agreement. The so-called "plaster trust," which in reality was nothing more than an agreement between the various plaster manufacturers to maintain prices, has to all appearances been disrupted. A manufacturer of plasters said: "One of the firms has broken loose by offering all sorts of inducements at bargain prices. The retail trade is bewildered and watch the outcome with interest." A local representative of Johnson & Johnson, who was approached in regard to the cutting of prices denied the existence of any break.

RAILROAD ACCIDENT CASES.

Custom of the Companies with Regard to Compensating Druggists Who Give First Aid.

The German Apothecaries' Society has been making inquiries of the street railway companies in this city as to what practice they pursue with regard to bills contracted at drug stores for medicines and surgical appliances furnished to people who have been injured on the road. When a person is injured in a railway accident or otherwise hurt by the surface or elevated cars he is invariably taken to a drug store, if one is at hand, to be patched up temporarily. If he is not taken there medicines are sometimes bought there for the patient. The question naturally arises upon whom does the responsibility rest of compensating the druggist who supplies such medicine, etc.

The German society wrote to the Metropolitan Company, and was informed that the company is accustomed to pay for medicines furnished to injured people only on the certificate of their officers or employees. According to the railway company's reply, the company does not take any responsibility except when the druggist can furnish the order given to him by one of the company's employees. But this leaves the matter in rather an unsatisfactory state, it is pointed out, because there seems to be some doubt as to whether one could induce a conductor, motorman or an inspector to furnish a certificate or order such as the company refers to. If the employees refuse to give such an order, there is no law to compel them to do so, it is said, and the druggist who furnishes medicines runs the risk of not getting paid. Some pharmacists say that the railway company should assume responsibility for medicine and surgical appliances for persons injured on their lines without the requirement of an employee's order. So far as can be learned, however, there seems to be little likelihood of the company adopting such a policy.

As for the Brooklyn Rapid Transit Company, it has no regular and uniform system or practice in compensating the druggist for services and medicines for the injured. In a letter to George Kleinau, of the German society, the general claims agent of the company says in part:

"In reply to your inquiry on behalf of the members of the German Apothecaries' Society in relation to the responsibility of bills contracted by our employees in cases of accidents on the road either to employees or passengers, I wish to say that I do not find it practicable to make any rule covering services of this kind, but shall decide upon each case on its individual merits, as we have been in the habit of doing heretofore; and I am not aware that we have had any serious misunderstanding with any of the apothecaries in this city for any services they have rendered."

A Model Carbollic Ordinance.

An excellent model is furnished other Boards of Pharmacy in the Chicago carbollic acid ordinance, which we reprint from an earlier issue for the information of our readers:

Section 1. It shall be unlawful for any apothecary, druggist or pharmacist, or any employee thereof, or any other person whatever, to sell, barter, exchange, give away, dispose or deliver to any person within the limits of the city of Chicago, any carbollic acid or any extract or product thereof, or any preparation or compound of which it is an element or ingredient, containing more than 5 per cent. of carbollic acid, except upon written prescription or order of a duly licensed physician, as provided in this ordinance, and except upon the day or date of said prescription or order, and there shall be for each such sale, barter, exchange, gift, disposition or delivery, a special and distinct order or prescription in each and every instance.

Sec. 2. The prescription or order must have the date thereon of the day on which it is made and be signed by the physician, who must be a graduate in medicine and as such have a diploma from a legally constituted or chartered medical college or medical institution, and it must contain the name and residence of the patient for whom it is intended, and the number and street or place of the physician's office or residence.

Sec. 3. Said prescriptions and orders shall be open for inspection for the Coroner, State's Attorney, Assistant State's Attorney, City Prosecutor, Assistant City Prosecutor, Chief of Police or any regular police officer of his city. Said prescriptions or orders shall be kept and preserved for three years after receiving same. It shall be unlawful for any person to refuse or prevent in any manner, or by any means, the inspection of said prescriptions or said orders by any of said officers; or for any of the persons mentioned in Section 1 of this ordinance to fail or neglect to keep or preserve said prescriptions or orders, or any of them, as provided herein.

Sec. 4. It shall be unlawful for any person to present any false or forged or untrue or fictitious prescription or order for any carbollic acid, or any extract or product thereof, or any preparation or compound of which it is an element or ingredient, or to obtain the same by means thereof, or to give any false or fictitious name or to give or make any false statement, or any false representation to obtain or in obtaining same.

Sec. 5. It shall be unlawful for any physician to put a wrong or false date on any order or prescription for any carbollic acid, or any extract or product thereof, or any preparation or compound of which it is an element or ingredient, or to willfully give any such order or prescription containing any false statement or representation of any fact or matter therein, or to give any such order or prescription for a dose or quantity greater than usual or necessary for bona fide purposes to cure or prevent sickness or disease.

Sec. 6. The foregoing section shall not apply to the sale of crude carbollic acid in quantities exceeding 1 gallon or to the sale of a solution or mixture containing equal portions of carbollic acid, glycerin and alcohol, nor to the commerce or to the trade to or between wholesale druggists, apothecaries or pharmacists, or sales or gifts to public institutions, charitable institutions or hospitals, for medical use therein.

Sec. 7. Any person violating any of the provisions of this ordinance shall be deemed guilty of a misdemeanor, and upon conviction shall be punished by a fine of not less than \$10 or not more than \$25, or by imprisonment not less than 30 days or not more than six months, or by both such fine and imprisonment.

Sec. 8. This ordinance shall be in force and effect from and after its passage.

The New Money Idea.

Apropos of the "New Money" scheme mentioned in the AMERICAN DRUGGIST a few months ago, we present a variation of the idea clipped from Butler Brothers' *Our Drummer*:

This idea is being used by a Nebraska merchant, and it is good outside of the fact that it is expensive. He gives each purchaser of 10 cents in merchandise one new penny. If an 80-cent purchase is made the buyer receives eight pennies. A barrel full of pennies, with an explanatory sign, is the attraction in one window. His newspaper advertising reads thus: "If you bought all your goods from ——— and gave to your boy or girl all the pennies you receive from him, do you know that they would have a nice bank account at the end of the year?"

WESTERN NEW YORK.

Cessation of Cut-Rate Advertising—Buffalo Druggists Enjoy an Outing—Report by the State Board Inspectors—Changes Among the Trade.*(From our Regular Correspondent.)*

Buffalo, August 18.—About the best thing that can be said of the drug trade in Buffalo is that the midsummer quiet has made it easy for the cut price advertiser to declare that he is not going to spend money on people who are out of town, and will wait till they come back in the fall. For it is the bid advertisement that stirs up things so. The stores that are large enough to afford the advertising find it easy to create a curiosity on the part of the people, and then they sell enough goods at full prices to get back all outlay and reduction from cutting prices. If the ordinary drug store meets the cut, it is making no stir and it does not get the crowd. So the best plan is to sell regular goods for what the local customer will pay, and not try to compete with the cutters in full. As often the price obtained by the cut price store is less than it costs at wholesale, it would be folly to stand up against it. The soda water season has not arrived yet. All evenings are cool, so the big sales are now about out of the question for this year.

THE ANNUAL OUTING OF THE BUFFALO DRUGGISTS,

which took place on August 9, was a very pleasant affair, and the whole day was spent on the Niagara, with a stop at Eagle Park long enough for the games. About 150 people attended, practically all of them acquaintances and friends, for the druggists have taken their outings as families so long that there are no strangers in the list. Among the few from outside to go were Druggist Harry B. Guilford, of Rochester, and Robert Platsehr, formerly of Buffalo, but now in charge of the office of the Empire State Drug Company, in New York. Chairman F. A. Darrin, of the Games Committee, dug up so many prizes that practically everybody took one, and the mirth over the capture of some of them was very great. The grand prize was a silver cup offered by F. N. Burt, the drug label printer, to the east and west side baseball players, to be won from season to season. This being the first contest over it, there was great interest in the game, the west side winning the game. Their battery was composed of E. R. L. Smith, pitcher, and J. A. Lockie, catcher, with F. A. Darrin, first base. The east side battery was C. J. Dwyer, pitcher, and George Reimann, catcher, with E. Volk, first base. Mr. Reimann sustained quite a serious injury by falling over a bat while running for a fly ball. He was the commissary of the expedition, and kept everybody well supplied with the good things that were carried along for the inner man. Now that the ball players have something tangible to contend for, they will be likely to set up a game every year that has something in it. Everybody voted the occasion one of the best that the druggists have ever enjoyed.

THE BOARD IS KEEPING TAB ON THE QUALITY OF DRUGS

The western branch of the State Board of Pharmacy held a special meeting at Olcott Beach August 16-17 for the purpose of receiving the reports of the inspector and chemist on the samples that had been gathered during the summer from the stocks of the druggists of the district. More than 60 had been taken, and where they were found to be too far below the standard action was taken on them. This is a case of action rather than report, as it is the rule of the board not to say much about what is done in meetings of this sort. When this or that delinquent comes up later on for a fine the public will learn what has been done. As a rule, the condition of the stocks carried by the druggists has been found to be very fair in quality, though there are plenty of exceptions here and there.

CHANGES AMONG THE TRADE.

The Buffalo druggists have been very active lately in the matter of shifting about. E. B. Blight, who was formerly with his brother, A. A. Blight, at his Walden avenue pharmacy, has bought the pharmacy of Robert A. Hanson, on East North street. W. H. Borget has sold his pharmacy on Broadway to

H. L. Wilson, who has another on Ellicott street, and bought the one owned by George Schaefer on Genesee street. Edward Richter, who has for some time been located on Broadway, has opened a new one at 1,310 Fillmore avenue. Charles S. McLouth is refitting his pharmacy at Little Valley, which was destroyed by fire on June 13. James B. Mason, who formerly owned a pharmacy on Niagara street, Buffalo, is now with William M. Bowen, pharmacist, of Niagara Falls.

Secretary George Reimann, of the western branch of the State Board of Pharmacy, leaves August 31 for St. Louis, whence he goes to Kansas City for the meeting of the conference of Boards of Pharmacy at the convention of the American Pharmaceutical Association, which takes place September 5. He has received letters from 38 State boards on the subject of uniform methods of procedure, all very enthusiastically in favor of it. It seems certain that some course of procedure will be adopted at the meeting.

The entire State Board of Pharmacy will hold a special meeting in October to take up the plan formulated by the regents of the State in regard to accepting the diplomas from State colleges of pharmacy as material for granting licenses. The time and exact date of the meeting have not been entirely fixed, but it is expected that it will be at Rochester on the 27th.

At the late meeting of the trustees of the Buffalo College of Pharmacy only one change was made in the faculty or officers. Lee B. Wilder was appointed instructor in pharmacy to fill a vacancy. Dr. W. G. Gregory was re-elected dean, treasurer and representative in the Council of the University of Buffalo; John R. Gray, secretary, and E. J. Klepe, registrar. It is a mistake to say, as some of the Buffalo papers have done, that the effort to add an academic department to the university has failed. It has simply been found impossible this year. The alumni have taken the matter up, and there is much reason for expecting that they will produce the needed funds next year or so.

NOTES OF THE TRAVELING SALESMEN.

The spice and extract house of D. R. James & Brother again sends to this territory E. C. Stanley, whose coming is decidedly profitable to both seller and buyer.

The powdered drug man, C. M. Edwards, dropped in on the Buffalo druggists lately in the interest of the Baltimore house of Gilpin, Langdon & Co., and was welcome, as usual.

Henry Leerburger, of the New York house of Leerburger Brothers, was here recently, and sold his usual good amount of drugs, essences and perfumers' supplies to the willing public.

The early part of August chronicled the arrival of F. H. Smith, with his usual full assortment of the specialties of Henry K. Wampole & Co., which changed hands liberally before he departed.

Our old friend, R. S. Arcularius, was with us again about the middle of August, with a full line of the cologne and toilet soaps of Muellens & Kropff, which he was able to dispose of with his usual readiness.

The trade in essential oils, gums and balsams looked up again on the arrival in town of Herbert W. Farrell, who has this territory devoted to the interests of the New York house of A. A. Stilwell.

The thermometer man, R. W. Scobell, representing the Rochester house of the Taylor Brothers Company, was with us lately. His goods are all right, but they cannot be recommended to insure a season of soda water weather.

C. H. Powell, who now does the road for Lehn & Fink, and sells drugs, chemicals, essential oils and the like to everybody, spent a pleasant and profitable season in Buffalo about the middle of the month.

Chas. N. Riggs, who has been engaged in the drug business in Buffalo for the past 12 years, has recently sold his interest there and returned to his old love, that of a commercial Evangelist, representing McKesson & Robbins, carrying their druggist sundries; he has Boston, Philadelphia, Baltimore, Washington, Pittsburgh and Buffalo. Mr. Riggs served the old house of Jno. Wyetts & Bros. for a number of years, and was very successful; he says there is a fascination about the life of a commercial tourist which he cannot resist.

NEW ENGLAND NEWS.

G. A. R. Encampment Brings an Army to Boston—Druggists Make Patriotic Displays—Where Leading Members of the Trade Are Spending the Heated Term—Soap Is Figuring Largely in Window Displays During G. A. R. Encampment Week—General Character of Window Advertising Described.

(From our Regular Correspondent.)

Boston, August 23.—This is encampment week for the G. A. R., and the city is in the hands of a mighty host. Many of the stores in the central portion took advantage of the occasion to make patriotic displays. A few of these establishments were noted in a recent trip about town. That of Woodward, on Tremont street, was most elaborate and deserved and attracted much attention. One of the Tremont street windows was given over to flags, wreaths and war-like implements; the latter were all of historic interest and appropriately and neatly labeled. The other window was filled with flags, red, white and blue paper, souvenir candy boxes and other souvenirs. That of William C. Durkee, Ph.G., 392 Boylston street, was in excellent taste. Outside, flags were draped from the top of the windows, falling nearly to the sidewalk. In the window was a carefully preserved stump "from the battlefield of Chickamauga," surrounded by dainty Hub souvenirs. The T. Metcalf Company also took advantage of the occasion to make a flag display in both the Tremont street and Copley Square stores. One window of the former establishment contained an oil painting of Gen. Phil. Sheridan, and both stores displayed "Welcome, G. A. R.," signs. At both stores of the Walker, Rintels Company the event was noted. The Boylston street store window contained flags and many popular priced views and souvenirs, the latter including miniature and timely bean pots. At the Dewey Square store one window contained many flags, artistically displayed. Jaynes' store, Summer and South streets, was conspicuous with an Old Glory of large dimensions over the door, and smaller flags from all of the second story windows. At the store 50 Washington street big flags were pendant from the roof, and at night the place was in evidence from an elaborate red, white and blue electrical display. At the stores of Lewis & Co., Washington street and Cornhill, and W. H. Knight, Hanover and Court streets, flags were plentifully and effectively used to decorate the entrances and windows outside. The establishments of C. E. Woodward, 52 Bromfield street, and the Tremont Drug Company, 77 Tremont street, inside window displays of flags were made, and at the latter place the electric light shades were covered with red, white and blue material. At Kleim's, Tremont and Boylston street, all of the goods displayed had flags for a background. He also had attractive souvenirs on sale.

DRUGGISTS ON VACATION.

Elbert Hubbard says, "You cannot pour something out of a bottle and take it with a spoon, and then successfully side track fresh air and exercise." Some of our Bay State druggists evidently agree with a portion of this axiom. Here is where some of them obtained or are now securing, at least, the "fresh air."

John G. Godding, Ph.G., treasurer of the M. C. P., in accordance with his usual custom, is in Maine during the heated term. George E. Norton, Ph.G., M.D., of Cambridge, recently returned to business cares after a brief rest. W. H. Glover, Ph.G., of Lawrence, is to take a trip to St. Louis, to enjoy the beauties and curiosities of the fair. Hon. G. D. Gilman has, as usual, gone seaward, and is at present at Edgartown. William F. Sawyer, of the Board of Pharmacy, is now at Pemequid Point, Maine, where he annually spends his vacation. Charles E. Marble, advertising expert for the American Soda Fountain Company, is spending the month of August with his family at Monument Beach. Ernest C. Tracey, manager of the sundries department of this concern, is in St. Louis on a combined business and pleasure trip. R. H. Thomas, also with this company as salesman for Maryland and Virginia, with headquarters at Baltimore, is in this city for his vacation, and incidentally

absorbing pointers at the Congress street headquarters on the novelties for the coming season. A. H. Lippincott, business manager of the American Soda Fountain Company, is away on a business trip covering the entire country. I. F. North, purchasing agent for this company, has been in Europe for some time; he will return to New York about September 1. Robert Anderson, of the inside force of the Eastern Drug Company, is at Falmouth for his annual outing, while Henry E. Fenton, one of the company's salesmen, is at Amesbury. Charles E. Stover, Ph.G., of Billings & Stover, Cambridge, has gone to the Pine Tree State for a few weeks. S. T. Marshall, Ph. G., who clerks for Vargar & Co., in Beacon street, is in New Hampshire during his vacation. C. P. Brown, with the T. Metcalf Company, is at Gilson, N. H.

BOSTON DRUGGISTS ARE FEATURING SOAP—WHY?

The publicity methods of the downtown stores are of interest, a tour made recently disclosing the fact that many of them were making elaborate soap displays. This feature, though timely, was so pronounced that an observer might infer that Bostonians were sadly in need of cleansing, or that an invasion by an unclean horde was anticipated. Another prominent commodity in many of the windows was cigars. It is somewhat out of the usual, too, that none of the stores made displays of crude drugs, though this, of course, would not hold good throughout the year. Toilet requisites were also pronounced features. At the Copley Square store of the T. Metcalf Company talcum powder and absorbent cotton prevailed, while at the Tremont street store of this firm one window was filled with soap in bars and cut in small pieces, insect powder and sterilizers. The other window showed the concern's tooth powders and pastes and tooth brushes. The window to the store of W. C. Durkee, Ph.G., Boylston street, is usually devoted to fancy articles varied with bacteriological displays, and those involving laboratory methods.

OTHER WINDOW DISPLAYS.

The Boylston street store of the Walker, Rintels Company, during encampment week, bore a sign, "G. A. R. Information Bureau." A very successful and timely method used at this store to attract notice is the posting of the scores by innings of all of the games played by the American and National League nines. John Ferrin, Ph. G., Park Square, had one window filled with cigars and others with sponges and sulpho-naphthol. Kleim, Boylston and Tremont streets, also had a cigar window, another for sponges and others for his specialties. At Green's Pharmacy, Tremont and Eliot streets, cigars, cigarettes, stationery and absorbent cotton were features. W. B. Hunt & Co., Washington and Eliot streets, makes good use of his new windows. He brings his specialties into prominence, and among others was showing capenacetine compound and a corn cure. The Adams House Pharmacy is undergoing alterations, and for some time has looked more like a lumber yard than a drug store. But signs informed the public that business was being transacted despite appearances. The emblems of the forest are now being removed, and soon the establishment will have a new entrance. The Walker, Rintels Company, at the Dewey Square store, showed tooth powder, beef, iron and wine, a builder-up and catarrh oil. Jaynes' window exhibits are always seasonable and well planned. At the store 129 Summer street one window contained bathroom accessories and another an elaborate display of combs at odd prices. The windows of the store South and Summer streets contained cigars, toilet lotion, soaps and whisk brooms. At the store 50 Washington street two windows were featured with cigars, the biggest display seen. The other windows were given over to soap, patents, corn cure, joss sticks and insect powder. W. H. Knight, Hanover and Court streets, was displaying soaps, requisites for caring for the teeth, and a straw hat cleanser. Lewis & Co., Cornhill and Washington streets, was the only firm making any attempt to accelerate soda fountain sales, other than by window signs. This firm had one window filled with tiers of mugs for root beer and coffee berries and glasses of coffee soda, the latter being evidently a gelatine mixture, but nevertheless a good representa-

tion. The same device was used in another window where there were three stacks of glasses, each with the necessary straws. The drinks featured were "pomaine," "frozen mint" and "orangeade." A big display of trusses filled another window, and the balance of the space was devoted to headache powders and insect powder. Woodward, Bromfield street, had a window filled with cigars and cigarettes against a background of pendant bunches of imitation tobacco leaves. The adjoining window was devoted to toilet articles, including colognes, perfumes and soaps. C. E. Woodward, 52 Bromfield street, was also featuring soaps and cigars, and divided his window space between these commodities. At Woodward's popular priced store, Tremont and Bromfield street, stationery, Japanese loofahs, colognes, bath towels and cucumber and elder flower cream were the pronounced features. At the establishment of the Tremont Drug Company, 77 Tremont street, no attempt was being made at indicating big drives, with the possible exception of cigars. The plan evidently being to show a variety of articles which, beside cigars, included toilet lotions, tooth powder, soaps, brushes and sponges. Epstein, of Tremont row, "elected the people's druggist," takes advantage of the baseball craze to display every night one of the printed score cards by his store door, and as the latter is recessed, those who use the card must walk well within the entrance, thus ensuring a good view of the store. The windows at this store are just now filled with souvenirs and with the firms timely specialties. With the exception of the T. Metcalf Company, and Jaynes, Hub druggists have very little recourse to newspaper advertising, the former firm's policy evidently being to assist their opportune drives with printer's ink. Jaynes ordinarily calls attention to his specialties, booms his cigars or quotes prices on crude drugs in quantity. The former policy, at one time much in vogue, of quoting prices on patents by cut rate and department stores, has evidently been abandoned.

The store of John Ferrin, Ph.G., Park square, was on the line of the G. A. R. parade, and his windows were filled with sightseers while the veterans were marching past. He did a rush trade that day.

WESTERN PENNSYLVANIA.

Revival of Old Blue Laws Affects Druggists—May Have to Suspend Business Entirely on Sunday—Trade in Pittsburgh.

(From our Regular Correspondent.)

Pittsburgh, August 16.—The Allegheny Sunday Observance Association recently instituted a crusade against violators of the famous "Blue Laws," and a number of druggists were among the offenders. Those of the Sabbatarians who have the matter in hand declare that they will push the prosecution to the full extent of the law, and ultimately hope to close every place of business in Allegheny. The local druggists' association has taken the matter up, and while no definite action can be taken by them until a session has been called, the tendency seems to favor a complete cessation of business on Sunday.

The crusade is identical with that which agitated Wilkesburg a year ago, and which was drawn out over a period of several months. The druggists here have learned from that defeat that it is useless to resist the law, as they are at the mercy of those who wish to inform against them. While those of the Sabbath Association declare that their main object is to close up the many small confectioners, news stands, etc., yet the druggists are included under the law, and will have to conform to its reading.

Considerable discussion is being raised pro and con, but the ultimate result will probably be the closing of stores on Sunday, for a while at least.

THE CONDITION OF TRADE.

Business in general is fair, the comparatively cool, damp summer resulting in a marked falling off in soda trade, while the prescription department is kept busy with dispensing for the increased illness of an abnormal season. Sundries, however, have fallen off considerably.

PENNSYLVANIA.

A Crusade Against Impure Soda Syrups—Operations of Russian Volunteer Fleet Disturbing to American Manufacturers—Immense Shipments of Tablets and Quinine.

(From our Regular Correspondent.)

Philadelphia, August 18.—The Pure Food Commission is determined to put a stop to the sale of impure syrups. In the slums of this city and where there is a heterogeneous mass of foreigners there are a number of stores that have put in soda water fountains. In these places the cooling drink is dispensed at from 1 to 2 cents a glass. They have all kinds of syrups. This is where the rub comes in. It is claimed these syrups are nothing but concoctions and are poisonous. Last week 33 persons accused of manufacturing and selling adulterated fruit syrups, used to flavor soda water and "snowballs" were served with warrants obtained by State Dairy and Food Commissioner Warren. Most of the defendants thus far are small dealers in the thickly populated parts of the city, between Girard and Washington avenues, east of Tenth street. Their customers are mainly children of the poorer classes.

Speaking of the cases discovered in the present crusade, Dr. Warren declared that he would strive to have the practice stopped, as it endangers the lives of the children of the poorer classes in particular. He said: "It is my opinion that the courts here should help us in every way to drive this dangerous stuff out of the market. We carried on a similar warfare in Philadelphia last summer, and at that time had many of the defendants indicted. Much as we have tried to have these cases come to trial we have not been successful. Many of those under indictment have been emboldened, as they have concluded that all they need is to give bonds for their appearance in court, and then let the cases die a natural death."

It is understood that complaints of the druggists are, in a measure, responsible for this necessary reform.

AMERICAN MANUFACTURERS DISTURBED BY RUSSIAN RAIDS.

The action of the Russian volunteer fleet in seizing vessels bound for Japan is causing some apprehension among the druggists here. A medical supply house of this city is reported to be consigning large shipments of its goods to Japan, and is in danger of having some of them seized as contraband of war. The firm deals largely in compressed tablets, and their consignments are sent largely to England for reshipment, being then consigned to the order of the Hong Kong branch of the Chartered Bank of India. On an invoice of \$124,000 worth of this kind of medicine bills were accepted by the Chartered Bank of India, Australia and China, Threadneedle street, at 90 days. The German steamship "Albenga," from New York June 27, for Eastern ports, and last reported at Perim passing out of the Red Sea, is understood to carry a large quantity of this class of goods.

IMMENSE SHIPMENTS OF QUININE.

Another firm of manufacturing chemists of this city—one whose preparations are standard the world over—has furnished great quantities of quinine sulphate. One shipment of this article is 1,000 pounds gross. It is subject to the order of the Nagasaki branch of Honk Kong and Shanghai Bank Corporation, and bills at 90 days were accepted by the London office of that bank. Much of the Eastern trade of this kind is going through the hands of Burroughs-Welcome & Co., London. For many years this house has handled the American supply of drugs and proprietary medicines in the East, and its facilities enabled it to take up the new trade.

Robert Duncan Coombs died on August 11. Mr. Coombs was sick only two days with acute indigestion. For over 20 years he had been connected with the house of Smith, Kline & French Company as secretary of the firm. He was well known in the drug trade. Before he became connected with Smith, Kline & French Company he was with the old house of Bullock & Crenshaw.

OHIO NEWS.

Ohio Valley Association Is Picking Delegates for the St. Louis Convention—President Zwick Successful in Medicine—Mr. Wetterstroem's Exhibit at the World's Fair—A Valuable Object Lesson for the Laity—Mr. Merrell Presented with a Loving Cup.

(From our Regular Correspondent.)

Cincinnati, Ohio, August 24.—The Ohio Valley Druggists' Association will be represented by from five to seven delegates at the annual meeting of the N. A. R. D., soon to be held at St. Louis, and the local pharmacists are awaiting with interest the announcement as to who will be the lucky appointees. President A. O. Zwick, of the local association, is now considering the matter of the appointment, although he has not yet reached any decision. Dr. Zwick, by the way, is now actively engaged in the work of his profession, having completed his internship at the City Hospital, and has already won a handsome practice. The quarterly meeting of the association will be held August 23, at which time the St. Louis delegates will receive instructions.

A VALUABLE OBJECT LESSON FOR THE LAITY.

Druggist Theodore Wetterstroem, of this city, one of the State chemists, sent to St. Louis Exposition this week additional exhibits to go in the display of pure and adulterated foods and drugs in the Agricultural Building at the Exposition. The display is given under the auspices of the National Association of State Pure Food Commissions, and is a beautiful object lesson to the laity. Each State sent contributions, and Mr. Wetterstroem gathered a beautiful exhibit of pure drugs and the fake drugs that are often substituted for the pure goods. From Norway and Newfoundland he obtained absolutely pure specimens of codliver oil, and beside these are the various fish oils that are palmed off on the public as codliver oil—oil of cush, haddock, seal and menhaden. There is pure oil of wintergreen and the fake birch and methyl salicylate substitutes; there is pure linseed oil and the mineral oil substitutes, some of which sold as linseed oil contain not a drop of that oil. A piece of iron found in a whisky barrel covered with heavy crystallized poisonous copperas will be shown. "That was evidently put in the whisky for coloring purposes," said Mr. Wetterstroem. "The entire display is for the purpose of showing the public samples of what they ask for and then samples of what they often get," said the chemist. Adulterated and pure foods are also shown.

A. H. Burdsal, manager of the Department of Traveling Service of the Wm. S. Merrell Chemical Company, acting as spokesman for the employees assembled for the purpose, recently presented the president of the company, Geo. Merrell, with a testimonial of regard which had been inscribed on parchment and signed by all the employees of the home offices and laboratories. Mr. Burdsal was followed by John Nolan, who has been in the continuous employ of the Merrell Company for 44 years, and who, with a few appropriate words, begged Mr. Merrell's acceptance of the loving cup. Although the surprise was complete, Mr. Merrell was equal to the occasion and acknowledged his appreciation of the honor shown him.

Lee Wiltsee, the genial and efficient manager of the New Orleans branch of the Wm. S. Merrell Chemical Company, recently visited the home offices upon business connected with his responsible position, and incidentally took in the Elks' convention.

President Hopp, of the American Pharmaceutical Association, is still diligently at work, stirring up interest in the annual meeting to be held at Kansas City the week of September 5. Mr. Hopp hopes to take a large delegation from Ohio, and asks that all arrange for the trip who can possibly go. The week will be a valuable one to druggists, and will enable them to discuss matters that may result in mutual benefit to all. Owing to the fact that an element has entered into the drug trade that is bringing the business down to a very narrow margin of profit, associations are becoming more valuable all the time.

WESTERN NEWS.

An Old Established Firm of Retailers Forced to Move from a Historic Corner—State Board of Pharmacy Leads Its Aid in Prosecuting Cocaine Vendors—Druggists Fined—"Holiness Gang," Taking Up a Collection, Get a Drug Store—Owner Brands Pharmacy an Unchristian Calling.

(From our Regular Correspondent.)

Chicago, August 17.—The Dale & Sempill Drug Company has lost control of the historic corner at Madison and Clark streets, where the firm has been located since 1879. The lease expires May 1, 1905, and the premises will then pass to Herman Berghoff, president of the Berghoff Brewing Company, of Fort Wayne. The present tenants of the building have been paying \$16,000 a year rent, dividing it between them, but the new owner of the lease will pay \$4,000 a year more. The sum of \$15,000 will also be spent in reconstructing the front of the structure. When the present tenants learned of what was going on they offered to pay the increase, but the deal had then been practically closed. The Dale & Sempill Company dates back to 1865, when it was organized by William M. Dale, the firm name then being Dale & Herland. The firm was burnt out in the great fire of 1871. Walter M. Sempill learned the drug business from Mr. Dale, in Scotland, and on the death of Mr. Dale, in 1887, he succeeded to the control of the store. Mr. Sempill is arranging for new quarters.

CONCERTED ACTION AGAINST COCAINE VENDORS.

The State Board of Pharmacy is taking active part in the prosecution of the cocaine cases in connection with representatives of Hull House. Hull House is a settlement in the West Side slum district, and has taken part in the prosecutions because several victims of the habit live in the same neighborhood. When the evidence was presented it was found to be based almost entirely on the word of the young "fiends" themselves. Several fines have been imposed, but the chances are that by the time appeals are heard in these cases the boys will change their minds and the suits will be lost. Efforts are now being made to have the work done in a more systematic manner, and to have reliable witnesses aid in securing evidence. Adolph Brendecke was fined \$100 and costs by Justice Caverly for selling cocaine, and Daniel Parks, colored, was fined \$75 on the same charge. Parks acted as a middleman, reselling the stuff to the boys.

The executive committee of the C. R. D. A. held its regular monthly meeting August 9. One of the matters taken up was in regard to the new city charter. The president was instructed to call a special meeting of the C. R. D. A., which will be addressed by advocates of the new charter plan. Considerable routine business was transacted.

DRUGGIST DROPS HIS STORE IN THE CONTRIBUTION BASKET.

During the progress of the Holiness camp meeting, on the Desplaines River, recently, a Rockford druggist named N. McDonald caused a stir by giving his store to the church. He shouted out: "No man can be a druggist and be true to the doctrines of Christ." The store will be sold at once. The "Holiness gang," as the members call themselves, represent an organization that bolted from the local Methodists. They are so excitable and noisy that the police have been called to their church several times by neighbors.

NEWS AND NOTES OF THE TRADE.

Paul F. Knepfel, an attorney and at one time a La Salle street broker, has been sentenced to the penitentiary for swindling druggists by means of bogus checks. His plan was to rush into a store, saying that he wanted a prescription filled for his child that was dying. He would then offer what purported to be a pay check and get the difference in cash.

David D. Hulfish, an inventive genius, who made a burglar proof machine for holding dimes and nickels for the Chicago Telephone Company's instruments, is under arrest, charged with robbing the apparatus which he devised. He told detectives he had been stealing in this manner in drug stores and other places for a month.

The Drug and Chemical Market

The prices quoted in this report are those current in the wholesale market, and higher prices are paid for retail lots.
The quality of goods frequently necessitates a wide range of prices.

Condition of Trade.

New York, August 20, 1904.

Trade in drugs and chemicals has been moderately active during the interval since our last report. While buyers continue to pursue a cautious policy in making stock additions, the consumptive demand is of average volume, and orders from interior points are of satisfactory volume, though the aggregate is perhaps less than for the corresponding period of the previous year. Prices are generally firm, and several of the leading staples are maintained with marked strength, and in instances at a higher range of values, as will be seen from the table printed below. The principal feature of the market was a sensational drop in quinine quotations. The decline has not, however, had the anticipated effect of stimulating the demand, the article being slow of sale. Opium continues in a lifeless condition, and there is an upward tendency in Russian cantharides and ergot, but menthol is dull and depressed. Peppermint oil is generally quoted at higher prices, but the market is a trifle unsettled. Competition prevails among the manufacturers of glycerin, and prices have been forced down. As noted in our news columns, the recent activity of the Russian cruisers detailed to watch Suez Canal Traffic has interfered with oriental trade to some extent.

HIGHER.

Ergot,
Cantharides, Russian,
Saffron, American,
Balsam, Peru,
Peppermint oil,
Wormseed oil,
Tansy oil,
Spear-mint oil,
Coriander seed,
Mustard seed,
Senega root,
Black haw root,
Rosemary oil,
Saltpetre,
Golden seal root,
Balm of Gilead buds,
Calendula flowers.

LOWER.

Quinine,
Glycerin,
Menthol,
Cannabis Indica,
Sassafras oil,
Elm bark,
Blue vitriol,
Colchicum seed,
Guarana,
Gum chicle,
Gamboge.

Drugs.

Arnica flowers are well sustained in view of scarcity of prime grades, and holders decline to shade 9½c, while up to 10½c is named, as to quality and quantity.

Balm of Gilead buds are in small supply and holders offer with some reserve at an advance to 38c.

Balsam copaiba, Central America, is jobbing actively at fairly steady prices, 31c to 35c being the range, as to quality and quantity. Para held at 35c to 37c.

Balsam fir, Canada, is maintained at \$3.40 to \$3.60, but little interest is extended; Oregon continues firm at 90c to \$1.00.

Balsam Peru* has developed increased firmness owing to light supplies and quotations have been advanced to \$1.15 to \$1.20, with the tendency still upward.

Balsam tolu does not offer below 22c to 24c, dealers manifesting considerable firmness in spite of the slackened demand.

Barks.—Angostura is in firm position, the small available supply being under good control, and 40c to 45c is generally asked. Buckthorn is quiet, but well sustained at 6c to 7c. Cascara sagrada, of the new crop, is being offered in a limited quantity at 8½c; older bark is maintained at a higher range, 16c being asked in instances, though 10c will buy year old stock. Elm has weakened in the interval owing to fresh arrivals, and select is now obtainable at 27c to 30c. Sassafras

is maintained in firm position owing to scarcity, desirable parcels being quoted at 9½c to 10c. Soap is meeting with a moderate jobbing inquiry, with the sales of whole at 4½c to 5c, and crushed at 5½c to 6c. Black haw has advanced in consequence of scarcity, and 14c to 15c is now named. Orange peel ribbons are in very small supply, and under the influence of this and a more active demand, quotations have advanced to 14c to 15c.

Buchu leaves, short, are without new feature of interest, either as regards price or demand. In a jobbing way sales are making at 16c to 18c.

Calendula flowers are in improved position with new crop to arrive held at the range of 38c to 40c; 25c is named as an inside figure for good quality old.

Cantharides, Russian, are higher, owing to diminished spot stocks and stronger primary markets, nothing now being offered on spot below 85c to 87c, as to quality and quantity; Chinese are held and selling at 37½c to 39c.

Chamomile flowers, at the quotations of the market, are not taken with any show of animation; a moderate jobbing inquiry is experienced for new crop, German, which are selling at the range of 11½c to 15c, while Roman are quoted at 10c to 14c; old German held at 9c to 9½c.

Colocynth apples are maintained with increased firmness, owing to diminishing spot stocks, and Trieste are held at 37c to 45c, and Spanish at 27c to 28c, as to quality and quantity.

Cubeb berries are not wanted to any extent, and ordinary offer freely at 7½c, though some dealers hold out for 8c and up to 9c is named for the choicer grades. Powdered is passing out in small quantities at 11c to 13c.

Cuttlefish bone, Trieste, is selling quite actively in a jobbing way at 15c to 16c; jewelers' is a shade easier, owing to competition, and large is obtainable at 45c and small at 46c.

Cannabis indica is dull and neglected, and holders offer more freely at a decline to 90c to 95c for tops.

Codliver oil has not changed materially since our last. There is little or no demand at present, but values are fairly well sustained at the range of \$45.00 to \$48.00, as to brand.

Ergot has shown some activity during the interval, the demand for Russian being particularly active and holders show considerably more firmness, 38c being named in some instances, though 34c will yet buy; Spanish held at 35c to 38c.

Glycerin has weakened in the interval with the quotations for refined reduced to 13¼ to 14c, and 14¼ to 15c, in drums and cans respectively.

Guarana is easier owing to lack of demand and recent arrivals, with quotations showing a fractional decline, 67½c to 70c being now named.

Haarlem oil is in improved request and a moderately active jobbing business is under way at \$1.75.

Manna is seasonably dull; such sales as come to the surface are making at 26c to 28c for small flake, 45c to 50c for large flake, and 24c to 25c for sorts.

Menthol is exceedingly dull, with the market easy at a reduction to \$4.00 to \$4.25.

Opium has remained in a quiet condition since our last, but quotations are unchanged from the recent reduction to \$2.65 for cases and \$2.67½ to \$2.70 for broken lots; powdered sells fairly at \$3.25 to \$3.30, as to quantity, test and seller.

Quinine declined sharply on the 14th inst., the reduction in price coming as a complete surprise to the trade. The lead was taken by the German manufacturers, who named 21c as the basis for bulk in 100-oz. lots, and domestic manufacturers were not long in following suit. The alkaloid and minor salts of quinine are affected, the revised quotations being as follows: Alkaloid, 34c; acetate, 39c; arsenate, 34c; bimuriate, 33c; bi-

muriate, with urea, 43c; bitartrate, 28c; borate, 31c; citrate, 31c; bromide, 29c; muriate, 29c; ferrocyanide, 32c; iodide, 40c; hypophosphite, 34c; lactate, 34c; phosphate, 30c; salicylate, 29c; tannate, 20c; valerianate, 32c; valerianate, powdered, 34c. There has been a remarkable spurt of activity in Java quinine, and the action of the German manufacturers in reducing prices is attributed in some quarters to the increasing competition from this variety. Java is now on a parity with German quinine, but it is intimated that the quotation of 21c on the former can be shaded $\frac{1}{2}$ c on a firm offer.

Saffron, American, is firmer under the influence of restricted supplies. The small available stock is under good control and held at \$1.25. Other varieties are quiet and nominally unchanged at \$7.75 for Valencia and \$4.75 to \$5.00 for Alicante.

Senna, Tinnevely, is in moderately active demand, with the sales at $5\frac{1}{2}$ c to 10c, as to quality.

Tonka beans are slow of sale and supplies are offered more freely at the range of 55c to 60c for Angostura, 23c to 25c for Surinam, and 14c to 17c for Para.

Vanilla beans are in fairly active demand, with quotations steadily maintained at \$3.75 to \$8.50 for whole Mexican, \$2.50 to \$3.50 for cuts, and \$1.50 to \$5.00 for Bourbon.

Chemicals.

Alum is selling quite freely from the hands of manufacturers at 1.75c to 1.80c for lump, and 1.80c to 1.85c for ground.

Arsenic, white, is quiet, the demand being limited to jobbing quantities. Importers quote $3\frac{1}{2}$ c to $3\frac{3}{4}$ c, as to brand and quantity.

Blue vitriol is unsettled owing to competition, and the market is weaker to the extent that leading manufacturers now offer at $4\frac{1}{2}$ c to 5c.

Carbolic acid is maintained with a fair show of firmness, and prices are unchanged at the previous range of 13c to 15c, and 20c to 22c for drums and bottles, respectively.

Chlorate of potash is selling freely from second hands at 7c to $7\frac{1}{2}$ c and 7c to $7\frac{1}{2}$ c for crystals and powdered, respectively.

Citric acid shows no change from 32c to $32\frac{1}{2}$ c, the quotation for domestic, which is in good seasonable demand.

Cream of tartar is maintained steadily at previous prices. Small sales are making at $24\frac{1}{2}$ c to $24\frac{3}{4}$ c for crystals, and $24\frac{1}{2}$ c to 25c for powdered.

Mercurial preparations have not changed materially since the recent decline, and all varieties continue held and selling at our quotations.

Saltpetre, crude, shows an advancing tendency, and quotations on the spot have been advanced to \$3.75 to \$3.90.

Tartaric acid is held with more firmness, the price for crystals and powdered being steadily maintained at $31\frac{1}{2}$ c to $31\frac{3}{4}$ c and $31\frac{1}{2}$ c to 32c, respectively.

Essential Oils.

Anise is held less firmly, though quotations are unchanged at \$1.15 to \$1.17 $\frac{1}{2}$.

Cassia remains quiet, but the price is maintained at 70c to 75c.

Clove shows no change from \$1.05 to \$1.12 $\frac{1}{2}$ for cans and \$1.07 $\frac{1}{2}$ to \$1.15 for bottles, despite the upward tendency for spice.

Messina essences are without new or interesting features. The quotations for bergamot are unchanged at \$2.15 to \$2.25, while lemon and sweet orange are maintained at 55c to 65c and \$1.95 to \$2.10, respectively.

Peppermint has attracted considerable attention since our last, and values are generally higher, with bulk quoted at \$3.50 to \$3.75 and HGH at \$3.75 to \$4.00, according to holder. It is asserted by interested parties that this season's crop will fall considerably below that of last year.

Rosemary has hardened in the interval, and quotations are firmly maintained at $62\frac{1}{2}$ c to $67\frac{1}{2}$ c.

Wormseed has developed increased firmness, owing to scarcity, and nothing now offers below \$1.60 to \$1.70.

Gums.

Aloes of the various grades are in fair request with numerous sales within the range of $3\frac{3}{4}$ c to 4c for Curacao, and 10c to 18c for Cape.

Arabic sorts show more firmness in sympathy with conditions at primary sources of supply, but quotations are unchanged at $5\frac{1}{2}$ c to 8.

Asafoetida is in moderate jobbing demand and steady at the range of 19c to 22c.

Camphor is maintained by the manufacturers at former quotations of 62c for barrels and $62\frac{1}{2}$ c for cases.

Gamboge is easier, and now offers at $72\frac{1}{2}$ c to 75c for prime pipe and 70c for broken.

Senegal is held at full previous prices, but sales are making in a jobbing way only.

Tragacanth shows an upward tendency in sympathy with advances from primary sources, but quotations in this market are still 30c to 65c for Aleppo, and 35c to 90c for Turkey.

Roots.

Alkanet is scarce and firm at $5\frac{1}{2}$ c to 6c.

Colchicum is firmer on account of scarcity, and 10c is now asked.

Dandelion is held with more firmness in view of adverse crop reports, but quotations are nominally unchanged.

Gentian remains quiet, but the market is steady in tone at $4\frac{1}{2}$ c to 5c.

Golden seal continues to monopolize attention in this market. Although still quoted generally at \$1.35 to \$1.50, the market appears moving up to the range of \$1.75, which is the price named by at least one holder.

Ipecac is taken rather cautiously, and such sales as are reported have brought \$1.15 to \$1.20 to Rio and \$1.10 to \$1.15 for Carthagenia.

Jalap has sold in instances at a higher range, and holders manifest considerable firmness at 12c.

Sarsaparilla, Mexican, is in improved position under the influence of increased demand, and recent sales were at $12\frac{1}{2}$ c to 14c.

Senega is well sustained at $72\frac{1}{2}$ c to 75c, though offering in a limited way from one holder at 70c.

Seeds.

Canary is held with increased firmness, owing to unfavorable crop reports, and quotations for Smyrna have been advanced to 8c to $6\frac{1}{2}$ c, while $6\frac{1}{2}$ c to $6\frac{3}{4}$ c is named for Sicily.

Caraway is quiet, but nominally steady at $4\frac{1}{2}$ c to 5c.

Coriander has advanced in the interval in the face of adverse crop reports, and quotations are now on the basis of 5c to $5\frac{1}{2}$ c for natural and $5\frac{1}{2}$ c to $5\frac{3}{4}$ c for bleached.

Cumin offers more freely in instances, $5\frac{1}{2}$ c being named for new crop.

Mustard, California, is firmer and higher, with other grades, and the revised prices are given in our Original Package Prices.

Parcels Post With Japan.

A parcels post treaty has been entered into between Japan and the United States, to take effect August 1. Under this treaty merchandise and small packages may be sent to Japan by parcels post. The packages must not weigh over 4 pounds 6 ounces. The rate is 12 cents a pound or any fraction of a pound.

The "B. & S." Brand.

Boehringer's cocaine hydrochlorate (muriate) is unexcelled in purity and handsome crystallization; it is preferred by the medical profession and the drug trade generally. The "B. & S." brand is staple throughout the United States. Supplied by all jobbers. See their ad in this journal.

AMERICAN DRUGGIST

and PHARMACEUTICAL RECORD

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TABLE OF CONTENTS.

EDITORIAL COMMENT.....	138
EDITORIAL:	
Difficulties Encountered by Exporters, Too Long Drawn Out,	
The Louisiana Purchase Exposition.....	138
Origin of the R Sign, The Forthcoming Pharmacopoeia.....	139
ORIGINAL COMMUNICATIONS:	
A Quarter Century of Pharmaceutical Education, by C. S. N.	
Hallberg.....	140
Water Analysis, by James O. Jordan.....	141, 142
Compressed Tablets, by Henry Rowell.....	142, 143
ABSTRACTS AND TRANSLATIONS:	
The Nature of Color in Plants, Detection of Curcuma in Rhu-	
barb, The Volumetric Estimation of Phenol Starch Indi-	
cators, A New Series of Hypnotics.....	144
QUERIES AND ANSWERS:	
Typewriter Ribbon Ink, Mist. Pulmon. (Hoff), An Optician's	
Periodical, Barbers' Bay Rum, Information Wanted About	
Sparklets, Syrup of Calcium Lactophosphate, No School for	
Optical Training in New York.....	145
DEPARTMENT OF BUSINESS BUILDING:	
The Business Problem of the Small Store in the Small Town.	146
Specimen Advertisements.....	147
THE LOUISIANA PURCHASE EXPOSITION:	
The General Plan of the Exposition.....	148
The Pharmaceutical Display in the Liberal Arts Building, by	
James M. Good.....	151
Exhibit of the United States Drug Laboratory, by Lyman F.	
Kebler.....	157
The Collective Chemical Exhibit of Germany, by Dr. Otto	
Zwingenberger.....	161
The Brazilian Crude Drug Exhibit, by F. A. Aguair.....	167
General Description of the Features of Pharmaceutical In-	
terest.....	148-174
REVIEW OF THE WHOLESALE DRUG MARKET.....	179, 180
OPPORTUNITIES FOR EXPORT TRADE:	
A Pharmacy in Peru, A Successful Panama Druggist, Patents	
and Trade-Marks in Japan.....	42

EDITORIAL COMMENT

N. A. R. D. IN CONTEMPT, cago judge has declared the National Association of Retail Drug-

APPEALS.

gists, Secretary Wooten and five firms of wholesale druggists guilty of contempt of court for defying a temporary injunction restraining them from withholding supplies from a retail druggist of Chicago, the complainant in the case. Particulars are given in a dispatch from our Chicago correspondent, printed on another page. The officers of the N. A. R. D. believe they have a strong case, and have already entered an appeal against the judgment.

At last accounts the war in the plaster A GOOD TIME TO trade had not reached the stage where BUY PLASTERS. either chromos or trading stamps are being given away with every purchase at 50 per cent. below list prices, but some fine bargains can undoubtedly be picked up in plasters and surgical dressings just now, if one manufacturer be properly pitted against the other in the plaster war. There never was so good a time as the present to lay in big supplies of medicated plasters and surgical dressings. The exclusive publication of the news of the disruption of the plaster combine, printed in the AMERICAN DRUGGIST for August 22, is supplemented by another story of the situation in this issue.

A NEW DISCOVERY MAY BE ANNOUNCED.

Our news columns have contained preliminary notices of the forthcoming annual meeting of the Society of Chemical Industry in this city next week. The meeting will be opened on Thursday, September 8, in the gymnasium of Columbia University, with an address on "The New Problems in Inorganic Chemistry," by the president, Sir William Ramsay, K. C. B., F. R. S. This address will doubtless embody some of Professor Ramsay's most recent researches into the nature of the radio-active elements and the new gases discovered by him. It would not be at all surprising if he should make some very important new announcement, and the members are awaiting the delivery of his address with considerable expectancy.

2c. FOREIGN POSTAGE.

We are glad to learn that the Postal Congress League has started a national movement for a two-cent foreign letter postage. If Great Britain finds it to her advantage to operate a two-cent letter post-service with her colonies it is plain that the United States would derive equal or greater benefits from the operation of a world service rate. The arrangement could be easily brought about by the adoption on the part of the United States Government of reciprocal postal treaties with foreign governments. This is a matter which might well be taken up for discussion at the meetings of our national druggists' associations. The export trade of the whole country would be benefited materially by the adoption of a universal two-cent letter rate. Wholesalers who have a large foreign business will need no urging from us to place themselves on record as favoring reciprocal postal treaties with foreign nations, but the force of an irresistible public opinion in favor of postal advancement, such as is proposed, should be brought to bear upon Congress through resolutions adopted by local, State and national organizations of retail druggists, and the matter is earnestly commended to the attention of such.

ARE THEY INCOMPATIBLE?

A perusal of the scientific papers presented at recent meetings of national scope leads one to the conclusion that papers on scientific subjects are no longer so carefully prepared and thought out as they were a decade or so ago. They do not impress one as likely to hand down the name and fame of their authors to posterity. Speculation into the reason for this apparent decadence would lead us into depths of philosophical inquiry beyond the scope of an editorial comment. For is it not true that present-day conditions point more and more to that ultimate separation of commercial and scientific interests which has been the burden of many a labored essay on modern tendencies in pharmacy? Why is it, so far as pharmacists are concerned, that sociality and science form so incompatible

a mixture? The comment of the representative of the New York Central Drug Association at the New York State Pharmaceutical Association in his report of the meeting at Brighton Beach pictures the situation in bold relief. Summing up the result of less than half an hour's discussion of a scientific question, the delegate, evidently a pronounced utilitarian, condemns the whole business as an utter waste of time, because "it would not add a single penny to their profits during the year." The social features of pharmaceutical meetings usually leave nothing to be desired, but as already remarked, sociality and science do not appear to mix well, so far as pharmacists are concerned. It is not so with industrial chemists, as the combined scientific and social functions of the New York chemists' associations amply testify. The chemist's existence is not any less trying than that of the pharmacist, and why is it that he can mingle a modicum of science with frothier matters and the pharmacist not?

Difficulties Encountered by Exporters.

American manufacturers of proprietary remedies who endeavor to create a market for their products in foreign countries are beset with many difficulties. Permission for the introduction of a given article into a foreign country has usually to be obtained from the Government. In the case of a proprietary remedy, the preparation is subjected to an analysis in order to determine the composition of the preparation and ascertain whether it is in the interests of the public health to allow it to be sold. The customs service has an inning at the article after permission for its sale has been obtained. The customs authorities fix the duty arbitrarily, their decision in the premises being governed largely by the contents of the preparation, special taxes being imposed in some instances.

To add to the difficulties in the way of foreigners who are striving to build up an export trade the Russian Government has recently decreed that manufacturers in making application for permission to sell their pharmaceutical products in Russia must accompany their requests and all specifications annexed thereto by translations into the Russian language properly verified. The matter has been brought prominently to the attention of manufacturing pharmacists and others by a letter from the Russian Ambassador at London to the Marquis of Lansdowne, the Lord President of the Privy Council, the text of which, together with a translation, is appended:

M. BENCKENDORFF'S COMMUNICATION.

LONDRES, le 29 Juillet, 1904.

MONSIEUR LE MARQUIS.—Il advient fréquemment que des industriels s'adressant au Conseil d'Hygiène du Ministère Impérial de l'Intérieur en vue d'obtenir l'autorisation nécessaire pour la mise en vente en Russie de leurs produits pharmaceutiques, médicinaux ou hygiéniques, présentent leur requête écrite en langue étrangère.

Le Conseil vient en conséquence de prendre une décision en vertu de laquelle toute requête du genre ci-dessus, ainsi que les pièces y annexées, devront être accompagnées de traductions en langue russe, dûment légalisées.

En recourant à l'obligeance accoutumée de Votre Seigneurie en vue de faire porter les dispositions ci-dessus à la connaissance des milieux intéressés, j'ai l'honneur d'être, etc. BENCKENDORFF.

A son Excellence,
Monsieur le Marquis de Lansdowne, K. G.,
Etc., etc., etc.

THE TRANSLATION.

LONDON, July 29, 1904.

MY LORD.—It frequently happens that manufacturers, in addressing the Council of Hygiene of the Imperial Ministry of the Interior, with a view of obtaining the necessary authority to allow the sale in Russia of their pharmaceutical products, medicinal or hygienic, present their requests in a foreign language.

The Council, therefore, has decided that every request of the foregoing nature, together with all specifications thereto annexed, must be accompanied by translations into the Russian language, duly verified.

In having recourse to the accustomed courtesy of your lordship, that this decision may be made known to the interested parties, I have the honor to be, etc. BENCKENDORFF.

To His Excellency the Marquis of Lansdowne, K. G., etc., etc.

It will be seen, therefore, that it will be to the advantage of American manufacturers to have an expert in the difficult Russian language at their service if they desire to obtain a share in the trade of the vast domain of the Czar.

Too Long Drawn Out.

In a recent number we took occasion to express a lively hope that, in preparing the programme for the Kansas City meeting, the Council of the American Pharmaceutical Association would endeavor to concentrate the work of the body into as few days as possible, so that those members who attend the meeting for the work, rather than the social features, might be able to cover the important meetings of the association without being compelled to remain over and participate in social features for which they have no time, even did they have the inclination. This suggestion, if it had any effect at all, seems quite the reverse of that intended, for while it has been customary for the programme to be so adjusted as to conclude with a general session on Saturday morning, the programme laid out for the Kansas City meeting embraces a final general session on Saturday afternoon.

Had our contention for greater concentration been merely the expression of individual opinion, we should not have been in the least surprised to find it overridden, but we are not alone in this desire to concentrate the work of the Association for the greater convenience of the workers, for that desire found definite and clear enunciation in the resolution proposed by Mr. Hallberg and adopted at the meeting last year, which reads as follows:

Resolved, That the Council, in formulating the programme for the annual meeting, endeavor to concentrate the session so that the time consumed for the meeting shall be limited to the least number of days.

It is somewhat a matter of surprise, in view of this clear enunciation of the wishes of the Association, as expressed in the resolution, that the Council, which is presumably the servant and not the master of the Association, should take this particular occasion to extend the programme beyond even the usual amount of time devoted to it. It is not to be supposed, of course, that the Council wishes to place itself in the attitude of deliberately ignoring the expressed wishes of the Association, but the bald facts, as indicated by the records, cannot but convey that impression. We have here on page 115 of the Proceedings of last year the resolution asking for concentration of the session. The first programme adopted after the passage of this resolution, so far from concentrating the session, extends it to cover an additional half day. It seems to us quite within the limits of possibility that the members may take this matter in their own hands at the Kansas City meeting and so alter the programme, as to meet with their wishes as indicated in the resolution even at the expense of the feelings of the members of the Council.

The Louisiana Purchase Exposition.

We devote a great deal of space in this issue to a review of the pharmaceutical aspects of the St. Louis Purchase Exposition. The limitations of time and space prevent this review from being as complete and as elaborate as we should like to have made it, but we feel confident that a perusal of it will prove of interest to every pharmacist and of real value to all our readers who take occasion to visit this latest and largest of the world's great expositions.

The fact that the attendance at the Exposition during the first four months has been less than anticipated by no means implies any lack of real merit on the part of the Exposition. Those visitors who have gone with an open mind and who have devoted a sufficient amount of time to the Exposition to learn something of the immense number and variety of the exhibits

shown, and who have taken the trouble to digest this information, are unanimous in their verdict that, in the highest sense, the Exposition is a success.

That American pharmacy has not made a larger and more impressive showing cannot but be a source of profound regret to all who are interested in the development and growth of our foreign trade. The avidity with which foreign manufacturers have embraced the opportunity to present their goods to our view is the best evidence of their appreciation of the American market. Unfortunately, the American drug and chemical industries have not presented the American side of the case with equal impressiveness, for, though excellent as individual exhibits, the displays made are so small in number as to fall in impressiveness as a whole.

The collective exhibit of German chemical industry, organized by the Prussian Board of Education, is a model which our own Government and our own manufacturers might well study, with a view to future expositions. In another line, the German Government educational exhibit presents the educational aspects of medicine in an equally impressive and instructive manner, and the prospective student who sees the methodical, scientific and well-ordered manner in which the advantages of German educational institutions are placed before the visitor cannot but be impressed with the excellence of the institutions that have rendered such an exhibit possible. This educational exhibit includes a collection of scientific instruments covering practically every aspect of experimental and applied science, and the admirable introduction to the well-printed and copiously illustrated catalogue of this exhibit issued by the German Government presents strongly the claims of the German instrument manufacturer to the consideration of the scientific world. The German hygienic exhibit is also a veritable model of collective endeavor, including, for instance, a collection of specimens of all the various sera manufactured in Germany, whether made by private enterprise or by public officials.

Another nation, the Japanese, also impress the casual visitor with the multitude and the excellence of their exhibits in every department of industry. When we contemplate the fact that these island people have had but half a century of civilization; or, at least, of Western civilization, we cannot but be profoundly impressed with the talent, the industry and the perseverance which have enabled them to equal, and in many cases outstrip, the Western nations in their own fields.

Another people whose exhibits surprise one, alike by their quality and their quantity, are our neighbors of Brazil. The Government building erected by Brazil is one of the handsomest and most admirably planned of all the buildings erected by the foreign governments. The displays made in both the crude products and the manufactured articles show a wealth of resource and a mechanical ability to utilize those resources which will strike many Americans with surprise. The commissioners from this republic seem particularly desirous of giving the widest possible dissemination to their knowledge of Brazilian resources, and extend toward the inquirer a degree of courtesy which is in distinct contrast with the treatment which he meets with from a few of the foreign commissioners.

However much the American pharmacist may deplore the wasted opportunities of our manufacturing chemists at this Exposition, all Americans, scientific and commercial alike, will find much to commend in the admirable exhibits shown by the United States Government. We have given at some length a description of the Government exhibits which are of special pharmaceutical interest, but there are other exhibits, such, for instance, as the Brigade Hospital, located near the Liberal Arts Building, which cannot but prove interesting to pharmacist and

physician alike. Indeed, no single building on the grounds has relatively so large a number of visitors, and no other exhibits attract so much attention as do those made by the United States Government.

The characteristic American question has been put regarding this Exposition: Does it pay? The answer, given unhesitatingly and emphatically, is: Yes! it pays.

It pays, not in financial returns, possibly not even in extended commercial relations; but its most remunerative feature to the American people is the educational effect which such a great exposition exercises on the minds and imaginations of the American people as a whole. Whatever may be the character of the visitors later on, during August at least the attendance was largely drawn from the far South and Southwest. The eager youths and maidens, seeking information at cost of much toll, and, in many cases, even at the cost of personal privation, cannot but have been broadened and improved by the opportunity of observing here the output of a whole world, the accumulated ingenuity of all the ages, as expressed in the telautograph, wireless telegraphy and the thousand and one mechanical and scientific wonders which contribute to make up the sum of human accomplishment and endeavor in this twentieth century. These receptive minds will carry back to the remotest hamlet and to the furthest village impressions which will be potent factors for good both in the utilitarian and the artistic aspects of their lives, and the nation will reap a rich reward for its expenditures, in the growth of a broader and a more intelligent spirit on the part of its citizens.

The Origin of the R Sign.

"Recipe" means "take thou," and it is stated in the new part of the Historical English Dictionary to be a word used by physicians (abbreviated to "R") to head prescriptions, and hence applied to these and other formulæ. Under the letter itself the same authority says practically the same thing, but gives no countenance to the picturesque fancy that the "R" is or ever was an invocation to Jupiter. "Xrayser" of the *Chemist and Druggist* thinks it was Dr. Paris who started that notion, but he is not aware that either he or any of his disciples has furnished any fragment of evidence in support of it. The dictionary traces the word back in English to about the year 1400, when it is found in Lanfranc's "Cirurg." thus: "Reeipe litargium as myche as thou wilt." About 1500 in the "Babees Book" in the Harleian MS. it appears apart from medicinal association, thus: "Recipe brede gratyd and eggis." What more natural than that when the physicians came to write out their instructions to their attendant apothecaries they should have contracted the "Recipe" to "R"? It is, at any rate, most unlikely that between themselves they would have gone through the performance each time of solemnly appealing to a heathen deity in whom they certainly had no faith.

The Forthcoming Pharmacopœia.

It is reported that the pardonable curiosity which has been felt by many pharmacists regarding the work of the Committee on Revision of the U. S. Pharmacopœia is to be gratified soon, for the Board of Trustees has at last determined to permit some information to be given out regarding its proceedings. The attitude of the board on this matter of secrecy has been quite incomprehensible to those interested. Many in the trade have felt that since the work was being done for the good of pharmacy, and not for any commercial gain, the greatest possible degree of publicity should be given to the finished work, to every step of it. Inquirers have, however, been told repeatedly that it would be destructive of confidence between the several members of the committee if the deliberations of the committee were made public.

[Written for the American Druggist.]

A QUARTER CENTURY OF PHARMACEUTICAL EDUCATION.

By C. S. N. HALLBERG, PH. G., M. D.

Chicago, Ill.

When Dr. Samuel Johnson was preparing to visit London he is reported to have said that his mother had told him that in the metropolis there were two sets of people; those who gave the wall and those who took it. In the same way, it may be said of those engaged in the drug business in this country that there are two sets of persons: those who favor pharmaceutical education and those who do not.

A RETROSPECT.

While the present generation of pharmacists have been required to attain some qualification for practice, the fact remains that they are divided into two distinct groups; one a preponderating majority whose sole ambition is to become registered, the other a decided minority which believes in education and still clings to the hope that those thoroughly grounded in the sciences will yet supervene in the practice of pharmacy as in all other technical pursuits and professions.

With the advent of pharmaceutical education by the enactment for Iowa in 1880 great impetus was given to pharmaceutical education. While prior to that period a number of colleges of pharmacy in the larger cities had been fairly well patronized it required regulating laws to make the want of education more general, and to meet this demand independent pharmaceutical schools were established and by many of the universities, until there are now about 80 institutions offering pharmaceutical instruction in the United States.

That the instruction offered now is vastly improved over that afforded a quarter of a century ago is apparent to any one who has given the subject any consideration. With the possible exception of chemistry, but little laboratory work was required, and that for the most part optional; microscopy and practical work in pharmacy have been introduced since that time. The courses have been lengthened and strengthened, evening instruction almost abandoned, and the work in every way amplified to suit modern conditions by adapting the methods of instruction in accord with the advance and progress of science. That this was largely necessitated by the changed conditions in the drug business, and especially through the curtailment of the apprenticeship system, does not minimize the fact of the improvement, nor that the advanced status was influenced, if not attained, through the affiliation of some of the older colleges of pharmacy with the State and others of the larger universities. The competition consequent on the establishment of so many new institutions largely influenced the advanced courses and it must be said also caused inadequate support of many of these through the low standard and uncertain tenure of some of these schools, located at cross-roads as purely commercial ventures conducted on the business college plan.

That some of these schools do good work in bringing education among a class that otherwise might go without it may be conceded, although this may be equally well accomplished through a good home-study course; but the danger lies in the fact that these small schools assume too much and, no doubt, often succeed in making many otherwise ambitious students believe that they have reached their goal by being graduated by them instead of causing them to try and complete their course in some older and better institution.

Delightful task! to rear the tender thoughts,
And teach the young idea how to shoot!

Of course, in this free country any one thinks he can start a school; and so he may; but a college of pharmacy can be established only through thorough organization, and it is of very slow growth, indeed. Besides, it requires men especially adapted to the work of instruction, and these cannot be found everywhere; even the teachers in the sciences—chemistry, botany and materia medica—cannot be drawn with advantage from medical and other institutions, as they should preferably have pharmaceutical experience and training in order that they

may be able to give the proper "bent" to their instruction so essential to the student in pharmacy.

But it is in the person professing to teach pharmacy that the small local schools are most seriously at a disadvantage, since the experience and opportunities required to produce a full-fledged pharmacist thoroughly familiar with all phases of the practice are, as a rule, found only in a metropolis, and largely, also, through its cosmopolitan population, medical and lay. It is here, where the medical life is most active, that the pharmacists become familiar with the vast materia medica, the thousand and one remedial agents as they come and go and where they meet the many problems of medical practice, hygiene and sanitation, essential to the successful practice of pharmacy in this glorious twentieth century.

While, of course, every institution thinks it is as good as any other, the time will come when there will be a gradation of these schools. With extension of courses and graduation requirements there is no reason why these local schools should not be content with doing the preparatory work, the first or second year to be taken in a local school and then the last year or the last two years to be taken in a central school having a three year course. This is practically done now in the medical colleges, and with careful adjustment of the advanced standing such arrangement would be beneficial to all—to the student, who would have the advantage of completing his course under the most mature instructors; the local school would be relieved of the expense and difficulties of maintaining specialists as instructors and the central school would receive such added support as it is entitled to through its larger facilities. Some similar plan might be adopted to give advanced standing to pharmacists of mature years and experience who may have taken a home-study course, as careful entrance examination may warrant, as is now done by the technical schools for the International Correspondence School, and also *in absentia* by the leading universities.

THE FUTURE OF PHARMACEUTICAL EDUCATION.

That the pharmacy schools will keep on advancing their courses is self evident. Any college which does not improve its work of instruction is not a true educational institution; it must move forward or it will stagnate. The work for the future pharmacists must be along the same lines it has always been—to serve medical practice. With the *prevention* of disease rather than its *cure* as the medical doctrine of the present, pharmacy must keep pace if it would survive. The preparation and even the compounding of medicines are rapidly going over to the machine, and the pharmacist must broaden his field, he must qualify as the physician's first aid in chemical and clinical diagnosis in bacteriological and light work. The pharmaceutical schools must institute and extend such courses; otherwise the medical schools will be compelled to add them to their already overburdened curricula.

THE FUNDAMENTAL QUESTION.

The fundamental consideration concerning any discussion of technical education—the admission requirements—has been here purposely ignored. This is a question which must be regulated through law.

The advance made by pharmaceutical education during the past quarter of a century has been briefly shown. What progress has been made in pharmaceutical legislation? Practically none!

The pharmacy laws, with the exception of the graded classes distinction and the prospective educational requirements for the State of New York, are substantially what the experimental act of Iowa was in 1880.

No advance in educational requirements can be made until such requirements are incorporated in the Pharmacy Acts.

The pharmaceutical faculties and pharmacy board members at the meeting in Kansas City next month should appoint a joint committee to take this long-neglected subject under consideration and try to report on some plan for united action to remedy this fundamental weakness in legislation and education.

(Written for the American Druggist.)

WATER ANALYSIS.

By JAMES O. JORDAN, Ph.G.,
Boston, Mass.

(Continued from page 111.)

HARDNESS (continued.)

Hardness may be estimated by the following method devised by *Hehner*:

Reagents.—Prepare $\frac{N}{50}$ solutions of sulphuric acid and sodium carbonate.

Solution of Erythrosine.—Dissolve 0.1 Gm. of erythrosine in 1 liter of water.

Process.

Temporary Hardness: Measure 100 Cc. of water into a bottle and add 2.5 Cc. of the solution of erythrosine and 5 Cc. of chloroform. Run in the dilute acid slowly and cautiously from a burette, shaking after each addition, until the pink color disappears. Each Cc. used represents one part of calcium carbonate or its equivalent in 100,000 parts of water. Phenacetol and lacmoid may be used as indicators in place of erythrosine, but it is necessary to make the titrations in hot solutions, as they are sensitive to carbon dioxide. The chloroform is essential with erythrosine for the removal of the nonionized iodeosine molecule as it is formed by the acid, thus insuring a sharp end reaction. (*Ellms: J. Am. Chem. S.* 21, 1899, p. 359).

Permanent Hardness: Add to 100 Cc. of the water contained in a platinum or nickel dish more than enough of the solution of sodium carbonate to decompose the dissolved calcium and magnesium sulphates, chlorides and nitrates; ordinarily 50 to 100 Cc. suffices. Evaporate to dryness and extract the residue with distilled water; filter through a small filter. Titrate as before. The difference between the number of Cc. of solution of sodium carbonate employed and the acid required for the residue will give the permanent hardness.

If the water contained sodium or potassium carbonate there would be no permanent hardness and more acid would be required for the filtrate than corresponds to the quantity of sodium carbonate added. From this excess of acid the amount of sodium carbonate present in the water may be determined. By the direct titration any alkali carbonate present would be calculated as temporary hardness; it should therefore be calculated as calcium carbonate and deducted from the results given by titration to obtain the true temporary hardness.

RESIDUE.

The solid matter left upon evaporation of water consists of inorganic and organic substances in solution and also in suspension, the quantity varying with the surrounding conditions. The list of possible mineral substances in solution other than the freely soluble alkaline and alkaline earth compounds includes magnesium and calcium carbonates, calcium sulphate and traces of silica, silicates and iron. The presence of comparatively large amounts of mineral substances in water, while, perhaps, not injurious to the human system when used for drinking purposes, may cause inconvenience and financial loss when employed for domestic use. Considerable amounts of iron exclude water for dyeing and laundry purposes, and such water is held to be injurious when used constantly as a beverage. Abnormally hard waters containing excessive amounts of calcium or magnesium compounds, or both, are unsuitable for use in steam boilers.

Determination of Residue and Loss on Ignition: Heat and weigh a platinum dish and then measure into it 100 Cc. of the water and evaporate to dryness on a water bath or in an air bath; then place the dish in an air bath or water oven at the temperature of boiling water for two hours. Cool the dish in a desiccator and then weigh rapidly (on account of the possible hygroscopic nature of the residue). The gain in weight in milligrams represents the number of parts of solid matter in 100,000. For surface waters and waters of great purity 200 Cc. should be taken for the evaporation. If platinum dishes of

100 or 200 Cc. capacity are not at hand the small dishes like those employed for the determination of total solids in milk may be utilized, the water being replenished as evaporation proceeds from the balance of the measured quantity.

Loss on ignition: Heat the dish on a platinum or pipe stem triangle to dull redness. Do not prolong the heat and note carefully any change. Cool the dish in a desiccator and weigh as before. The residue is the "fixed solids" and the weight minus that of the residue represents the volatile matter. The heating decomposes not only the organic matter, but the nitrates, nitrites, combined carbon dioxide, ammonium salts, magnesium chloride, expels water of crystallization from calcium sulphate and with high temperature volatilizes sodium and potassium chlorides. The organic matter under the influence of heat may give off odors suggesting possible contamination. There may be more or less blackening, that from sewage contamination disappearing rapidly, while with waters containing vegetable matter from leaves or wood the blackening continues for some time. There is no appreciable odor or blackening from waters with minute amounts of organic matters.

ODOR.

An acceptable drinking water is odorless, although many normal waters possess a marked unpleasant odor. The presence of odors, while not appealing to the esthetic sense, need not necessarily condemn a specimen from the standpoint of healthfulness. Odors are due to a variety of causes and the same odor may be described by different persons in a different manner. Most odors are from organic sources and have their origin in living or dead organisms. Many colored surface waters give an odor persisting after heating, which is variously described as "vegetable," "grassy," &c. Odors due to dissolved gases will disappear on boiling if the source of their generation is removed. Varieties of algae are sources of odor. The removal of the algae by filtration before heating the water, and subsequent boiling, effectually removes the odor. Stored normal waters occasionally develop a mouldy odor and the presence of diatoms and algae produces an odor sometimes described as mouldy. Waters may have an odor of hydrogen sulphide from the reducing action of certain bacteria upon sulphates. Sewage may indicate its presence, if in sufficient amount, by a characteristic odor; if more dilute there is a persistent mustiness. Odor alone, however, would not be sufficient indication for this source of contamination.

Process.

Put 200 to 250 Cc. of the water in a wide-mouth flask (preferably one of the Erlenmeyer type), cover it with a watch glass and heat to about 45 degrees C. Remove the flask, and while still covered rotate it briskly; then displace the cover and immediately place the nose at the mouth of the flask. The odor of the water, unheated, may also be noted by vigorously shaking the original container when about half emptied of its contents, removing the stopper and quickly putting the nose at the mouth of the bottle. The odor after heating may be the same as that of the water when cold or it may vary. The odor is designated according to its predominating quality.

COLOR.

The presence of color in water is not an indication of impurity, and, inversely, a colorless specimen may be unsuitable for domestic use. The organic coloring matter of leaves, grasses, mosses, decayed wood, &c., is the usual source of color of surface waters. Not all waters of this class, however, are colored. Most ground waters are colorless. Occasionally they are colored from percolating through peat or from iron in solution. The latter on oxidizing acquires a reddish-brown tint. The specimen then appears milky; subsequently the finely divided hydrated ferric oxide precipitates.

Process.

Note the appearance of the water in a colorless glass tube (one of the Nessler tubes may be employed) held over a piece of white paper. The tube is best reserved for this special purpose, as any alkali from imperfect washing of the Nessler solution affects the color of the specimen.

The sample may be reported as color "absent" or "yellowish," according to the conditions, and if colored, and so desired, the degree of coloration ascertained by comparison with the standards employed in the ammonia determinations, designating the color in tenths, according to the volume of dilute solution of ammonium chloride employed.

METALLIC IMPURITIES.

Besides iron, which not infrequently occurs naturally in waters, the presence of other metals is occasionally detected. These ordinarily result from the corrosive action of the water upon the metal service pipes. Thus most waters have a varying solvent action upon lead. The presence of gases, especially oxygen, increases this solubility, which is also accelerated by carbon dioxide, ammonium compounds, nitrates and uncombined acids. On the other hand, certain agents, as silica, carbonates, bicarbonates and chlorides, exert a retarding influence. Water also has a slight solvent action on iron, which is increased by carbon dioxide, acids, and certain salts. Iron pipes are often lined with zinc, and this latter metal is also dissolved by water, oxygen and carbon dioxide being potent agents in this solvent action. Zinc and copper also find their way into some waters from the brass pipes now extensively used for house piping. Ordinarily, however, lead is the only metal which is desired detected or estimated.

Detection and Estimation of Lead: To 100 Cc. of the water in a tall glass cylinder add a few drops of hydrochloric acid and 10 Cc. of strong hydrogen sulphide water. If lead is present to the amount of 0.3 parts per million or more, a distinct blackening follows, which is more apparent beside a comparison tube prepared with distilled water. To the first tube add 1-2 Cc. of a strong, freshly prepared solution of pure potassium cyanide. If the blackening disappears, the presence of copper is indicated. Lead when present may be confirmed by the method proposed by Harvey (*The Analyst*, April, 1890), which he claims will detect the presence of 0.3 parts per million. Place 250 Cc. of the water in a tall jar and dissolve in it by agitation Gm. 0.1 of potassium dichromate. Lead in the above quantity, or more, will cause a turbidity within a short time and if the jar is set aside undisturbed for 12 hours a precipitate will settle. The experiment is more pronounced beside an equal amount of pure water treated in same manner with potassium dichromate. If the above tests fail to show the presence of lead, it is, if contained in the water, in less quantity than 0.3 parts per million, and in order to determine its presence or absence concentration is necessary. Two to three liters of the specimen are placed in a porcelain dish, acidulated with a few drops of hydrochloric acid and evaporated to a small bulk (50 or 100 Cc.). The liquid is then saturated with hydrogen sulphide and the precipitated lead sulphide collected upon a small filter paper and washed. It is then dissolved by pouring boiling dilute nitric acid upon the filter, washing with distilled water and evaporating to dryness. If copper was also present in the water it would be precipitated with the lead sulphide.

The copper may be separated with a fair degree of accuracy by adding to the concentrated water, before passing in the hydrogen sulphide, sufficient strong solution of potassium cyanide to render the liquid alkaline; then saturate with hydrogen sulphide, collect the precipitate of lead sulphide on a filter paper (reserving the filtrate). Dissolve the precipitate in boiling dilute nitric acid, wash and evaporate as before. The residue in either event is dissolved in distilled water, a drop of hydrochloric acid added, and made up to 50 Cc. Five to 10 Cc. of this liquid is diluted with distilled water to 40 Cc., if only Nessler tubes are available, or if 100 Cc. tubes are at hand, to 90 Cc. Add 10 Cc. of strong hydrogen sulphide water and mix by shaking. A blackening shows the presence of lead; if the color is intense a smaller amount of the concentrated liquid should be used; in the event of no blackening, with 10 Cc. of the concentrate, add hydrogen sulphide water to the balance of this liquid. If lead is present the quantity may be ascertained by comparison with tubes containing distilled water, a trace of hydrochloric acid, hydrogen sulphide water and known quantities of lead. The lead solution is prepared by

dissolving Gm. 0.160 of lead nitrate in a liter of distilled water; each Cc. contains 0.1 Mgr. of lead. A comparison scale is made by measuring into separate tubes known quantities of this solution, diluting largely with distilled water, adding a trace of hydrochloric acid and finally hydrogen sulphide water to the same bulk as the original tube. The comparisons are made by holding the tubes over a white surface and looking through the whole depth of the liquid. After adding hydrogen sulphide and shaking, the readings should be made as rapidly as possible, because of the separation of sulphur, which renders the mixtures turbid. From the matching of colors the amount of lead equivalent to that found in the water may be calculated.

Example: Five Cc. of the concentrated liquid equalled the amount of lead in 4 Cc. of the standard solution. As this 4 Cc. = 0.4 Mgr. of lead, then $0.4 \times 10 = 4$ Mgr. Two liters of water were evaporated: Then 1 liter, or 1,000,000 parts = 2 Mgr., and 100 Cc., or 100,000 parts, 0.2 Mgr. of lead.

(To be continued.)

COMPRESSED TABLETS.¹

By HENRY RODWELL.

In a previous paper by E. White and the author of this paper oil of theobroma was recommended as the granulating and lubricating agent or excipient, which was to be applied in two ways—(1) in the form of an aqueous emulsion for such substances as do not form masses of a pill-like nature when moistened with water; (2) as an ether or ether-alcohol solution applicable to such substances as aloes and cascara, which do form tough masses with water. Cane sugar was recommended as the diluting material.

In the former communication some details were omitted which will be given here, together with such modifications of the general method as further experience has proved to be either advantageous or necessary.

GRANULATION.

The ease with which any material can be worked into tablets depends, as a rule, upon the degree of success attained in granulation. Certain modifications of the general method will be given, to be applied in special cases. Some remarks upon the general principles of granulation are necessary, however, before their use can be properly indicated. The cohesiveness of a tablet depends, in some degree, upon the interlocking of the granules on compression, but chiefly upon the inherent cohesiveness of the material. The tendency to cohere may be increased by the addition of sugar, glucose, or acacia. Sugar should be employed whenever possible, but since a comparatively large proportion is usually necessary for the purpose, its use is limited. When, say, 5 grains of medicament is to be presented in tablet form, especially if it is of the nature of phenacetin, aspirin, or quinine sulphate, the addition of sugar in sufficient quantity is not possible without producing too large a tablet. In the former paper the use of a small proportion of glucose was recommended as a means of making the material more cohesive and of allowing some reduction in the proportion of sugar. It has been found that by increasing the proportion of glucose to from 5 to 8 per cent. the sugar can be omitted entirely, and 5 grains of medicament presented in a six-grain tablet.

The following formula is typical:

	Parts.
Phenacetin	64
Starch	4
Glucose	6
Theobroma emulsion.....	13

The glucose may be incorporated by first mixing it with the emulsion in a mortar.

Good granules possess a certain degree of stability, showing no tendency to break down into powder under manipulation. When defective in this quality, gum acacia should be added in the proportion of from 5 to 10 per cent.

¹ Read at the annual meeting of the British Pharmaceutical Conference, August, 1904.

The following formula is improved in this way :

	Parts.
Reduced iron.....	16
Gum acacia.....	2
Starch	1
Sugar	4
Theobroma emulsion.....	2

The addition of gum acacia to the formula for Hutchinson's pills given in the previous paper is an improvement. Gum acacia is a necessary ingredient also in the formula for iron tablets, which will be given later; as might be expected, the presence of a dehydrated salt interferes considerably with the operation of granulation.

In applying the ether-alcohol form of the excipient two modifications are recommended for use on occasion : (1) The substitution of a weaker alcohol when granulation produced with the stronger alcohol is imperfect. The modification is employed in the following formula :

Opium	16 parts
Sugar	7 parts
Ether-theobroma	3 fl. parts
Alcohol (60 per cent.).....	2 fl. parts

Mix the powders and add the liquids separately.

This modification can be adopted in most, if not in all cases when from the nature of the material the use of the aqueous emulsion is indicated; since granules prepared with the ether-alcohol excipient can be more quickly dried, a saving of time is in this way possible. (2) The reduction, in some cases, of the proportion of alcohol. The use of a volume of 90 per cent. alcohol, equal to that of ether-theobroma frequently necessitates the addition of a considerable proportion of sugar, which can be reduced if this modification is adopted. The following is an extreme example :

Cascara extract.....	16 parts
Ether-theobroma	3 fl. parts
Alcohol (90 per cent.).....	0.5 fl. part

In the formula for cascara given in the previous paper 50 per cent. of sugar was necessary, in order to avoid overgranulation. In such cases as the above a little starch can be added with advantage.

DRYING THE GRANULES.

If the drying of granules is carried out in a room which is fairly warm and dry the application of heat will seldom be necessary. In no case is it necessary to subject the material to a higher temperature than 45 degrees C. No rule can be laid down, even in particular cases; but seeing how seldom heat is necessary, it is advisable, first, to try drying by exposure to the air. There is the danger with some substances of overdrying, thereby reducing the cohesiveness of the material. The weight of the dry granules will depend considerably upon the temperature at which drying has been conducted, especially if starch or such a crystalline substance as lead acetate is an ingredient of the mixture. To insure accurate dosage it is necessary in all cases to weigh the finished granules, adjusting the weight of the tablets accordingly. Two samples of ordinary starch powder heated in a water oven were found in each case to lose 10 per cent. of their weight; a similar loss resulted at a temperature of 45 degrees C.

DISINTEGRATION.

To bring about rapid disintegration of tablets which are composed largely of insoluble substances, 5 per cent. of starch powder should be added, applied either by dusting it over the dry granules, or, better, by adding it to the material before granulation. The addition of starch before granulation makes it necessary to add a larger proportion of the excipient; this is generally beneficial, the extra lubricant improving the finish of the tablets; this addition can be frequently made with advantage. The following formula for grey powder is an improvement on that given in the former paper. The extra lubricant makes it possible to produce tablets with a good surface by the application of a low degree of pressure.

	Parts.
Grey powder.....	16
Starch	4
Sugar	20
Theobroma emulsion.....	4

For remarks on the compression of this substance reference should be made to the former paper.

COMPRESSION.

In adjusting the degree of pressure due regard must be paid to disintegration. Increase of pressure *does* add to the good appearance of the tablets, improving the polish of the surface, and when the tablets are colored, making them darker and apparently more homogeneous in composition, but, unfortunately, with a corresponding increase in the time taken by the tablets to disintegrate. Good finish, with the minimum of pressure is, however, possible, and its achievement should be constantly aimed at.

One of the difficulties sometimes encountered is the cracking of the tablets after compression, but only in cases of imperfect granulation; it may, however, be caused by the presence in the material of coarse particles, especially crystals. This should be carefully avoided; all the ingredients should be in the finest possible powder. This is necessary, also, in the case of colored tablets, if an appearance of homogeneity is desired.

Another difficulty sometimes met with is adhesion of the material to the punches during compression; it results from a lack of cohesiveness in the material, the remedying of which has already been discussed. Should adhesion occur when granulation is satisfactory, showing generally that the material is sufficiently cohesive, the remedy will usually be found in more perfect drying. Various methods of correcting adhesion have from time to time been suggested, such as the addition of talc to the dry granules, or by spraying them with an ethereal solution of liquid paraffin, these substances serving also as lubricant. Talc, in very fine powder, has been found useful in cases of emergency, when time did not permit of more elaborate treatment; but its general use as a lubricant is not recommended, since it increases the liability to crack. If granules prepared with theobroma are found to require additional lubricant, 0.5 per cent. of talc will usually be sufficient. When talc is added to correct adhesion, as much as 2 per cent. may be necessary; this proportion should not be exceeded. Talc is most economically applied as follows: Spread the granules in a thin layer on paper and sift the talc over the surface, using a very fine sieve; mix roughly by lifting the corners of the paper, and complete by rotating in a large flask or bottle. In case of adhesion the punches should be washed with water, the lower punch being first removed for the purpose. If the punches are not kept well polished the difficulty will frequently arise from that cause; when not in use they should be immersed in liquid paraffin or paraffin oil.

As the result of further experimenting on iron tablets, the following formula has been adopted as a substitute for *Pilula Ferri B. P.* :

	Parts.
(a) Dried ferrous sulphate.....	150
Gum acacia.....	25
Sugar	125
Theobroma emulsion (acacia).....	60

Granulate and dry thoroughly by the application of heat.

	Parts.
(b) Sodium bicarbonate.....	150
Theobroma emulsion (acacia).....	35

Granulate and dry thoroughly with heat, and mix two parts of a with one part of b. Each 5-grain tablet yields on moistening 1 grain of ferrous carbonate.

Theobroma emulsion, prepared with gum acacia, is preferable in this case to one made with soap; the above calculations are based on one giving a 40 per cent. residue on drying. Absolute drying of the granules is necessary, otherwise the reaction between the salts takes place to some extent and oxidation ensues. Tablets made from the above formula have been exposed for three months to the trying atmosphere of the gen-

eral laboratory without any further change than a slight discoloration of the edges; some of the same batch were coated and have kept perfectly. If it is wished to obviate the labor of coating, which really is not necessary so far as their keeping properties are concerned, it should not be difficult to find some suitable coloring substance which might be incorporated before granulation. It is also necessary to examine carefully the dried ferrous sulphate, as many commercial samples do not comply with the official requirements.

The Nature of Color in Plants.

Little is known regarding the nature of color in plants, and for this reason the researches which are being carried on on this subject by Prof. Henry Kraemer possess an unusual degree of interest. He has extracted the color principles of 81 plants and has studied their behavior with various reagents and under varying conditions, and summarizes his conclusions (Proceedings American Philosophical Society, Vol. XLIII, No. 177) as follows:

"Colors in plants may be considered to be due to definite constituents which either themselves are colored or produce colors when acted upon by other substances. These substances are found in all parts of the plant, and apparently in all of the cells excepting certain meristematic or dividing cells. They may be divided into two well-differentiated classes, namely, (1) those which are associated with the plastids, or organized bodies in the cell, and (2) those which occur in the cell-sap, or liquid of the cell.

"The so-called white colors in plants do not properly belong to either class, but may be said to be appearances rather, due to the absence of color, and depending upon the reflection of light from transparent cells separated by relatively large intercellular spaces containing air. In other words, the effect produced by these cells may be likened to that produced by the globules in an emulsion. The white appearance is most pronounced in the pith cells of roots and stems, where on the death of the cells the size of the intercellular spaces is increased and the colorless bodies in the cells, as well as the walls, reflect the light like snow crystals.

"The green color of plants is due to a distinct pigment, chlorophyll, contained in a chloroplastid, and appears to be more or less constant in composition in all plants. The chloroplastid is, furthermore, characterized by usually containing starch.

"The yellow color substance in roots, flowers and fruits is due to a pigment, to which I have given the name chromophyll. This substance is contained in a chromoplastid which varies considerably in shape, and usually contains proteid substances in addition.

"In the inner protected leaf-buds there is a yellow principle which I have termed etiophyll and which is contained in an organized body which I have termed an etioplast. The etioplast does not appear to contain either starch or proteid substances.

"The blue, purple and red color substances in flowers are dissolved in the cell-sap and are distinguished for the most part from the plastid colors by being insoluble in ether, xylol, benzol, chloroform, carbon disulphide and similar solvents, but soluble in water or alcohol. While quite sensitive to reagents, yet none of these colors behave precisely alike.

"Cell-sap color substances corresponding to the cell-sap colors of flowers are also found in early or spring leaves and in autumn leaves."

Professor Kraemer is inclined to look upon the chromoplastids of both flowers and fruits as having the special function of manufacturing or storing nitrogenous food materials for the use of the developing embryo or developing seed, particularly as protein grains are usually contained in them. The same may be said of the chromoplasts in roots, as in carrot, where the proteids of the chromoplasts are utilized by the plant of the second year.

He also is inclined to consider the cell-sap colors, like other unorganized cell contents, as alkaloids, volatile oils, &c., to be incident to physiological activity and of secondary importance

in the attraction of insects for the fertilization of the flower and dispersal of the seed.

Detection of Curcuma in Rhubarb.—J. Anselmier (*Schweiz. Wochenschr. f. Chem. u. Pharm.*, xlii., p. 119) gives the following simple method of detecting curcuma in powdered rhubarb: Moderately heat 0.1 Gm. of the powdered rhubarb with 20 drops of olive oil for one minute. One placing one drop of the mixture on a piece of white filtering paper, a characteristic yellow ring will denote the presence of curcuma. If curcuma is absent the ring will have a scarcely perceptible yellowish tint, which cannot, however, be mistaken for that of curcuma by any one who has performed tests on both curcuma and rhubarb.

The Volumetric Estimation of Phenol.—In a paper read at the last annual meeting of the Pennsylvania Pharmaceutical Association by Frank X. Moerk, the author stated that in the process as usually followed, in which an excess of Bromine V. S. is allowed to act upon the phenol in presence of hydrochloric or sulphuric acid, and titrating the excess of Bromine V. S. after the addition of potassium iodide with Sodium Thiosulphate V. S., with starch as indicator, the presence of the precipitated tribromophenol interfered somewhat with the end-reaction. Frequently in old phenol solutions the tribromophenol possesses a bluish color which is not removable by an excess of Sodium Thiosulphate V. S., and which makes the end-reaction difficult. To overcome the difficulties mentioned Mr. Moerk has recently been using a small quantity of chloroform, which is added after most of the brown color has been discharged by the addition of the Sodium Thiosulphate V. S.; the chloroform dissolves the tribromophenol and allows a very sharp end-reaction.

Starch Indicator.—Commenting on the proneness of starch solutions to deterioration, a circumstance which is the cause of much annoyance to those interested in analytical work, Frank X. Moerk, in a paper contributed to the last annual meeting of the Pennsylvania Pharmaceutical Association, says that something over a year ago he was led to try the use of oil of cassia as a preservative, influenced by a vague recollection of having seen some years ago a statement to the effect that oil of cassia had a remarkable preservative action upon carbohydrates. The experiment was a decided success, so that the solution, made up in quantities of 1 liter, could be used to the last drop. The starch solution is made up in the usual manner, and, after cooling, 2 Cc. oil of cassia per liter of solution added and dissolved by agitation. No objections have been noted to the use of this preservative in either qualitative or quantitative work, although Mr. Moerk has been asked on a few occasions: "Why our chlorine water smelled of cinnamon?" The querists were using chlorine water in presence of the starch solution to make tests for hydrobromic and hydriodic and the odor of chlorine the indication when sufficient of this reagent had been added.

A New Series of Hypnotics.—In the course of their investigations upon the relationships existing between chemical constitution and physiological action, G. Fuchs and E. Schultze (*Munch. Med. Woch.*, 1904, 1102; *Brit. and Col. Drug.*) have examined a number of ketones and their derivatives. Methyl, ethyl and propyl ketones exerted no hypnotic action upon dogs in doses up to 2 Gm., and the ketoximes, although effective in inducing sleep, had also a convulsive action, so that this group was discarded. Substitution derivatives of acetamide were then tested. Neither diethyl nor dipropylacetamide possesses the desired property, and when the nitrogen atom is alkylated a tetanic effect is generated; but if an atom of bromide be introduced into the methyl group of a dialkyl acetamide an efficacious and unobjectionable series of hypnotics result. These bodies have the general formula $\text{BrR}_2\text{C.CO.NH}_2$, examples being diethyl-, ethylpropyl- and dipropyl-bromacetamide, the first of which, the diethyl derivative, has been introduced into commerce by Kalle & Co. under the name neuronal, and, according to the authors, is the best of the three. It is a crystalline substance melting at 66-67 degrees C., soluble with difficulty in water, and acting effectively upon the human subject in doses of 0.5 up to 2 Gm. No unpleasant after-effects were observed.

Queries and Answers

We shall be glad, in this department, to respond to calls for information on all pharmaceutical matters.

Typewriter Ribbon Ink.—S. writes: "Can you furnish us with a formula for a purple that is of the same kind and quality as used by the concerns that manufacture typewriter ribbons? We do not want hectograph ink or anything like that, but the kind of ink that is used in inking the ribbons on typewriter machines."

The process of manufacturing typewriter ink is a somewhat complicated one, especially if a permanent or record ink is desired. Copying ribbons are less difficult to prepare, the pigment used being any aniline color of the desired tint, incorporated, after being dissolved in alcohol, with a mixture of water and glycerin, soap being used to give the ink the necessary body and counteract the hygroscopic tendency of the glycerin. A mixture of about three parts of water and one part of glycerin forms the vehicle and strong alcohol, six parts, the solvent. The desired aniline color will easily dissolve in the hot vehicle and soap will give consistency to the mixture.

For record ink any finely divided non-fading color may be used as the pigment; petrolatum is the best vehicle and wax is used to modify the consistency. The following notes on processes for typewriter ribbon ink are taken from a previous number:

Take petrolatum of high boiling point, melt it on a water bath or slow fire and incorporate by constant stirring as much lamp black or powdered drop black as it will take up without becoming granular. If the fat remains in excess, the print is liable to have a greasy outline; if the color is in excess, the print will not be clear. Remove the mixture from the fire, and while it is cooling mix equal parts of petrolatum, benzoin and rectified oil of turpentine, in which dissolve the fatty ink, introduced in small portions, by constant agitation. The volatile solvents should be in such quantity that the fluid ink is of the consistence of fresh oil paint.

One secret of success lies in the proper application of the ink to the ribbon. Wind the ribbon on a piece of cardboard, spread on a table several layers of newspaper, then unwind the ribbon in such lengths as may be most convenient, and lay it flat on the paper. Apply the ink by agitation by means of a soft brush and rub it well into the interstices of the ribbon with a tooth brush. Hardly any ink should remain visible on the surface. For colored inks use Prussian blue, red lead, &c., and especially the aniline colors. Aniline dyes of the desired color, $\frac{1}{2}$ ounce; alcohol, 15 ounces; concentrated glycerin, 15 ounces. Dissolve the aniline dye in the alcohol and add the glycerin. Ink as before.

Mist. Pulmon (Hoff).—E. C. W. wishes to know the correct formula of the preparation bearing this name.

Our correspondent's inquiry refers to the tuberculosis cure proposed at one time by Professor Hoff, of Vienna, the formula of which has been printed several times in these columns, and is as follows:

Arsenous acidGm. 0.1
Potassium carbonate ... Gm. 0.2
Cinnamic acidGm. 0.3
Distilled water.....Gm. 5.0

Dissolve in a flask with the aid of heat and add
BrandyGm. 2.5

and add
Extract of opium.....Gm. 0.3

dissolved in
Distilled waterGm. 2.5

After making a solution of the whole, filter. The directions are:

"At first take 6 drops after dinner and supper, gradually increasing to 22 drops."

An Optician's Periodical.—G. S. T. writes: "Kindly send me the title, name and publisher's address of some periodical which is published in the interest of the optician."

We get the information from a firm of manufacturing opticians that The Optical Journal, 1 Maiden lane, N. Y., is the leading periodical of its kind in this field.

Barbers' Bay Rum.—T. P. A.—There is no set formula for the manufacture of this article, which is usually nothing but a cheap and inferior grade of spirit flavored to resemble the original article. Many of the recipes in vogue call for a solution of oil of bay and acetic ether in alcohol, color being imparted to the solution by means of saffron. We have heard of manufacturers of barbers' supplies so unscrupulous as to turn out a solution of oil of cloves in wood alcohol and label the concoction bay rum, and do not believe this fraud is practised to any extent. A very fair quality of bay rum is afforded by the official formula in the United States Pharmacopœia under the title Spiritus Myrciæ, and the following also yields a satisfactory substitute for the imported article:

Oil of bay.....	drachms 4
Acetic ether	drachm 1
Alcohol	ounces 48
Powdered talcum	ounces 2
Water	ounces 80
American saffron	grains 30

Mix the oil, ether, alcohol and talcum, agitate thoroughly, add the water and saffron, agitate again, let stand for 24 hours and filter clear.

Information Wanted About "Sparklets."—A. J. E. writes: "There is an instantaneous, automatic soda apparatus for home use on the market called "Sparklet" siphon and bulbs. Will you kindly supply me with the following information regarding this article: Name and address of maker. Name and address of distributing agent, if any. Price of both siphon and bulbs. What are the aggregate sales each year? Is the demand by the consumer being created by the maker?"

We have not heard anything of "Sparklets" for several years past, and it is our understanding that their manufacture in the United States has been discontinued. Many wholesale druggists have been left with stock on their hands, the demand having fallen off, and a card of inquiry to any one of the leading wholesale drug houses in this city would doubtless bring you particulars regarding available stock and prices. We notice that a wholesale druggist in Montreal, Canada, is advertising "Sparklets" for sale in the Montreal Pharmaceutical Journal, but we surmise this refers to held-over stock.

Syrup of Calcium Lactophosphate.—L. S. R., Canada, writes: "Will you kindly send the formula with full directions for making syrup calcium lactophosphate of usual strength? I would inclose a stamp, but a Canadian one would be of no use to you."

What our correspondent needs is a copy of the United States Pharmacopœia. Syrup of calcium lactophosphate is official in that book, the formula and directions being as follows:

Precipitated calcium carbonate.....	Gm. 25
Lactic Acid	Cc. 60
Phosphoric acid	Cc. 36
Orange flower water.....	Cc. 25
Sugar	Gm. 700
Water, sufficient to make.....	Cc. 1000

To the lactic acid mixed with one hundred (100) Cc. of water, and contained in a capacious mortar, gradually add the calcium carbonate in portions, until it is dissolved. Then add the phosphoric acid and triturate until the precipitate at first formed is dissolved. Add one hundred and fifty (150) Cc. of water and filter, rinsing the mortar with seventy-five (75) Cc. of water and passing the rinsings through the filter. To the mixed filtrates add the orange flower water, and having added the sugar dissolve it by agitation, without heat, and strain. Lastly, pass enough water through the strainer to make the product measure one thousand (1000) Cc., and mix thoroughly.

There Is No School for Optical Training in New York.—W. F. E. W. says: "Would you kindly let me know if there is a school for optical training in this city (New York), a school where the fitting of eyeglasses and eye-testing are taught?"

We have made inquiries among the leading opticians and are informed that there is no school of the kind described in New York. A few tutors give private lessons in optics and optometry, but, as stated, there is no institution in which this work is systematically taught.



By W. A. DAWSON

Under this head will appear suggestions and plans for increasing trade, advertising experiences, information, and notes of interest useful to the pharmacist in the preparation of his advertising matter. Specimens of current advertising will be reproduced, with suggestive analysis and criticism, and queries relative to advertising matters will be answered. To avoid delay address communications to the Department of Business Building, AMERICAN DRUGGIST, 66 West Broadway, N.Y.

THE BUSINESS PROBLEM OF THE SMALL STORE IN A SMALL TOWN.

"L. P.," a subscriber in a Pennsylvania town, writes: "Having followed with interest the comments and practical hints that Business Building is giving to retail druggists, I shall be glad to receive some suggestions from you in dealing with the following conditions: This town is composed of about 1,500 inhabitants. The general stores have all been selling patents and such bottled articles as castor oil, paregoric, &c.; the amount that they sell alone would be a 'handsome thing' for us. We are the only druggists here. The general stores are not disposed to drop the drug lines. We have no local newspaper. This is a full-price town, and it would not be policy to cut.

"I have thought of issuing coupons with 'patents,' and when the purchaser holds, say, \$10 in coupons, give a premium of some sort. Do you think this plan all right, or what better plan could I pursue?"

Before proceeding to discuss this problem we would say to the pharmacist in the big cities, "Read and ponder." Observe how universal is the eternal problem, for the city pharmacy can claim no proprietary right of department store opposition, nor can the city pharmacist think that he is the only sufferer from the pernicious activity of the big store in seeking after trade that he believes to be rightfully his.

The problem of department, or general, store competition differs in degree only, not in kind, with the pharmacist in the big city and the pharmacist in the little country town. It bears harder on the little fellow, if anything, for the factor of distance is reduced to a negligible quantity in the small town, the drug store and the big store being often situated on the same block.

It is no easy matter to win this drug and sundry trade away from the general store or stores in a country town. But that it can be done I know from personal experience. It is tedious work at first, for the inertia of habit is hard to overcome, and the average man is liable to become discouraged and give it up—a thing that usually happens at a time when a little more work would have "turned the corner."

It is the order and delivery system of the "grocery and provision" section of the general store in the small town that is the chief obstacle to be overcome in getting this trade, and by the same token it is this order and delivery system that enabled the general storekeeper to take trade away from the druggist, and that even now enables him to encroach more and more, gradually but steadily, upon the druggist's sundry and fancy goods trade.

The druggist doing business in a town of 5,000 or less should watch the general stores, especially the larger establishments, just as closely as he does his competitors in the drug line—a "leetle" closer, in fact.

The delivery wagons of the general dealer cover its home

town and the surrounding country systematically and completely, calling daily at houses in the village, two or three times a week at those in the surrounding five or ten miles of territory, once or twice a week at farms ten to twenty miles out, taking orders for the next trip, delivering goods ordered on their last visit.

Even the housewife living in the village, perhaps but a block or two away from the drug store finds it "so easy" to include with her provision order two or three small items that she formerly or usually bought at the drug store; consequently, the druggist some day realizes that his trade has greatly fallen off in such lines as toilet soaps, perfumes, vaseline preparations, hair, tooth and nail brushes, whisk brooms, talcum powder, fly paper, spices, herbs, borax, and other chemicals used in the household for cooking or cleaning. It seems almost unnecessary to say that a stock of the old-time "patents" that have become standard articles in that community and the leading (best advertised) cure-alls of the day, are kept on hand, as well as a stock of the simples of household materia medica.

Here, then, is a situation where the use of a premium is both logical and legitimate. The housewife buys these goods of the grocer because it is easier than to go to the drug store for them. It saves exertion, time, trouble, perhaps cash; if it goes on the book with the other things it will be paid by the head of the house at the end of the week or month, and she is just that much ahead in ready money.

In giving premiums, figure out what you can afford to give, and then look around for the biggest value for that price. Usually, the cost of the premium will be from 5 to 10 per cent. of the retail price of the goods that it is given with.

Don't make the mistake of going into trading stamps; when you give a premium give it all to the customer, not one-fourth of it to the customer and three-fourths to some unknown Chicago or New York millionaire.

From the experiences of a premium campaign that I recently went through, undertaken as a measure of self-defense when a trading-stamp company started in to "bring us around," partly as a matter of business (we did a larger business than our three competitors combined) and partly from revengeful motives (because we turned their proposition down hard and frankly stated our opinion of trading stamp companies to their representative), I have come to regard as proven facts these things:

A little present in the hand counts for more than a grand piano in some far off city, even though that piano costs you nothing, when you have collected some few hundred thousand trading stamps.

The best premiums, and the best advertisement, are such pretty and decorative things as may be used in decorating the home, and that can be used for no other purpose: among such articles pictures, unframed, and fancy china stand pre-eminent.

Never give as a premium any article that is consumed or put to practical use; the consumed article is soon forgotten, a picture or piece of china, barring accidents, will be a standing advertisement as long as you are in business.

In beginning a premium campaign it is a good plan to give a premium with a 25, 50 and 75 cent sale, as well as with all sales amounting to any number of even dollars; after the first week, or until premiums are used up, give premiums only with sales of one or more even dollars. Customers will buy enough more to make up an even sum when their purchases fall 50 cents or less short of an even number of dollars, thus increasing the volume of sales.

Customers should have the choice of premium or coupon, premiums being offered for \$5, and multiples of that sum up to \$25; cash sales as represented by coupons, or of, say, \$1 in cash or \$1.25 in trade, with choice of any goods in store, for coupons representing \$25 in cash sales.

When it is desired to push any particular line of goods, give premiums only with such goods, or give better values than are given with other goods.

In the case of our correspondent we would recommend the giving of premiums on all goods for one or two weeks, but, if possible—the man on the ground is best able to judge that—

the premium offer should be limited to ladies only, with the object of getting them to visit the store in person, not once, but several times, and so "get the habit." After the first week or two (again, if possible) limit the premium offer to the goods that are carried by the general stores, or whatever lines one wishes to increase trade in.

As for articles suitable for premiums, I have found Butler Brothers to be headquarters for everything except pictures—they carry only a limited line of these—and I have found the largest, cheapest and most suitable line at the establishment of the big "Racket" jobbing house of Charles Broadway Rouss, New York.

Fancy china and glassware articles at from 30 cents a dozen and upward can be satisfactorily bought from Butler's catalogue—although by frequent visits to their warerooms one often picks up some special "jobs" that are rare bargains.

To buy pictures right requires personal selection, the exercise of some little artistic taste and a sharp lookout for bargains. I have bought fair etchings for a cent, signed proofs for five cents, good photogravures of the world's great paintings, the prints mounted up in heavy mats covered with gray cartridge paper and measuring about 16 x 20 inches over all, for the nominal price of three cents; similar pictures, measuring 24 x 30 inches, at 12 cents, &c.

The finest window display that I ever spent weeks of work upon never drew half the attention that a window full of these premium pictures did.

Where it is impossible to personally select pictures, specify the class of subjects wanted; the best are landscapes, animals and copies of famous art works.

Never, never, under any circumstances put a cash price on a premium. Never sell a premium, even if offered ten, twenty, a hundred times its value. The moment you make it an article of merchandise its value as a premium is gone. Should some one whom it would not be policy to refuse insist that you sell them a premium article, give it, but *don't sell it*. Let no one but yourself see a bill for premium goods, and caution clerks against mentioning probable cost or value of premiums to customers. "A beautiful photogravure reproduction of a celebrated painting, mounted and fitted up in a heavy gray cartridge paper mat all ready for hanging up, given with each cash purchase amounting to \$1.00 or more," is quite a different proposition from: "One of these pictures given with every cash sale of a dollar's worth of goods. Pictures for sale at 10 cents each."

We give the wording of some of the card-signs for store and show windows that have proved effective:

These Pictures are NOT FOR SALE.
We Give Away FREE To Every Customer
Who purchases FOR CASH \$1.00 worth of goods.

NO AMOUNT OF MONEY WILL BUY ONE OF THESE ARTICLES.
We Bought Them to Give Away to CASH CUSTOMERS
who purchase at one time goods amounting to \$1.00.

"THE ONLY WAY" FOR YOU
to secure one of these beautiful premiums
is by making a CASH PURCHASE of \$1.00 or more.

LOOK OVER YOUR MEDICINE CLOSET.
You'll have no trouble making up a list of things
needed that will enable you to secure one of these
CASH TRADE PREMIUMS.

The Road to Ruin.

There is one sure, quick, easy road to commercial ruin, and every year sees thousands of retailers traveling that road. That is to let stickers stick.

No buyer is so shrewd but that his stock will gather some slow selling goods, but it's his own fault if they stay there.

Every one of the much talked about big city stores has an iron clad rule which no buyer dare evade. Seasonable goods must not be carried over, and no stuff dare be kept on hand beyond a certain time.

Watch the advertising of these houses. See how they knife the slow sellers. They don't call 'em stickers, of course, but you who have been there yourself can read between the lines. If laggard goods will not sell at one price the knife goes in again, and if need be yet again, until the desired result is wrought.—Butler Brothers' "Drummer."

Clipped From Current Advertising.

"Preserving Time"

The season for "putting up" preserves is here and the good housewife is busy preparing the various preserved fruits for use during the coming cold months. One of the most important things used in preserves are the spices. Unless these be of the best quality the preserves will lack the richness of color that is only to be obtained from the finest spices. Nothing in the world is so adulterated as the ordinary commercial grades of spices. The spice millers employ expert mixers whose sole duty is to discover how to cheapen their product, and shipload after shipload of cocoanut shells are imported to this country for no other purpose than to adulterate spices with. The cheaper grade of black pepper, for instance, contains not a grain of that spice, but is a mixture of cocoa shell, charcoal and white earth, with a little red pepper in it to give the peppery taste. We select our spices with the greatest care and keep the best to be found in the market. We also sell Squibb's Ground Spices. These are superlatively fine. The best obtainable the world over. These spices are not only pure, but each kind is obtained from the particular spot where it grows to the greatest perfection of flavor. Squibb's Spices are put up in one-fourth, one-half and one pound cans, the prices being but little more than for the ordinary grades. Pure Paraffin Wax, for sealing jellies and preserves, 20c. pound.

New Goods at Lush's

A new Violet Talcum Powder, put up in handsome glass jars with soft tops. Jars are large, holding two or three times the amount that the ordinary talcum box contains. Powder is of good quality and well perfumed. Big Value at the price—15 cents. A new lot of 5 Cent Hand Scrubs has just come in—good size and durable quality—also an improved shape of Hand Scrub; has a high back that forms a handle, making it more convenient than the old shape. Price, 8 cents each. Another lot of Ayvad's "Water Wings," 25c., has arrived. Any one can learn to swim with them; they support 50 lbs. in the water when they are wet and inflated. A New Truss—The "Smithsonian." The most scientifically constructed truss yet invented. Built on new lines and entirely different in shape from any other. Sold under a guarantee—money back after 30 days' trial if it fails to hold. Single, \$3.50; Double, \$7.00. We keep other styles, also—private room for fitting. A new stock of Stationery, including good values @ 10 and 15 cents.

"Special"

A \$1.50 Fountain Syringe for 98c.

A high grade Syringe, 3 quart oval bag, rapid flow tubing, white rubber with slate trimming. Just a dozen of these, that we picked up at a bargain price. We have no less than 14 styles of 2 quart syringes in stock—a larger variety than is usually stocked, even by wholesalers. One of the newest is the "Orient." Balloon Spray @ \$1.50. The stock is a new compound, "Pink Rubber," half way between white and maroon rubber in color—and is extremely soft, highly elastic and very durable. One of the best fountain syringes we have seen. Other styles @ \$1.00, \$1.25, \$1.50, \$1.75 and \$2.00. Bulb Syringes, from 40c. up; an excellent one at 75c.; or, the best, \$1.00. Hard Rubber, Glass, Soft Rubber and Fewter Syringes for every use.

Our Scalp Tonic and Dandruff Cure

Our latest specialty. It is an antiseptic and tonic treatment for all unhealthy conditions of the hair and scalp. We have been experimenting for a long time to secure an ideal hair preparation and think that we have it in this. It is at least superior to any similar preparation now on the market. It contains no grease, lead salts or other dyes, and is a cleanly, pleasant lotion with a refreshing odor. It will cure and prevent dandruff and stop the hair from falling out, and bring back the vigor and lustre of health to the hair. 50c., 6 oz. bottles; \$1.00 16 oz. bottles.

Disinfection

The proper disinfection of house, cellar, stable and yard is an important sanitary measure during the hot and humid weather peculiar to this season. "Chlorido," 25c., or "Platt's Chlorides," 75c., use inside the house; for a "Perfection" Formaldehyde Fumigator, 25c., burned in a room or closet will absolutely destroy all odors and every disease germ in it. "Soluble Phenyls" is a good disinfectant to use in a cellar, kennel or stable, 25c., 75c., and \$1.25, the latter a gallon can. Six pounds of copperas, 25c., dissolved in a pail of water and thrown in the cesspool or out door sink, is a cheap but effective disinfectant for that purpose. Special attention should be paid to garbage heaps or other putrescent or fermenting matter that attracts flies and other insects. Recent investigation has pretty conclusively proven that the insects feeding upon such matters carry germs of disease to food and to human beings; therefore all waste matter should be promptly treated with crude carbolic acid, 25c. pint, or chloride of lime, 10c. pound, not only for disinfection, but to keep insects away from it as well. We will be pleased to give full information as to the proper manner of disinfecting in any particular case or give estimates upon amount and cost of the necessary articles.

Effervescent Salts

Are much used during hot weather. They are cooling and laxative, keeping the stomach in good order and the blood cool. Kissington and Vichy.—A teaspoonful of either salt in a glass of water exactly reproduces the fresh water from the springs. They are much used, together, for the treatment of obesity. Citrate Magnesia salts makes this well known and pleasant laxative. Phosphate Soda Salt is a laxative acting especially upon the liver. All kinds, 45c. per bottle. A full line of all the proprietary Effervescent Salts.

A Drug Store that Is a Drug Store

There are lots of drug stores. You may wonder whether it makes any difference where you take your prescriptions or where you buy your goods. Our best promise is our drug stores themselves. Come in and investigate them from front to back, from top to bottom. Bring in anybody else who is competent to judge and let them investigate methods, quality of drugs, prices and everything else. If you do you are bound to become one of our customers, because you will find that this is a real drug store, worthy the name.



The Palace of Manufactures, Looking Toward the East.

The Approach to the Grounds.

The Louisiana Purchase Exposition is planned and executed on a scale so vast as to require a total readjustment of the ideas and concepts of the visitors to insure a full realization of its interest, its beauty and its value. For this reason, the mere superficial sightseer devoting four or five days to the Exposition without adequate preliminary study of its plan and the principal features of the Exposition, is apt to come away with a sense of disappointment. The main entrance to the grounds at Lindell avenue is lacking in dignity and in architectural unity. On debarking from the street cars the visitor finds himself amid Italian fruit stands, hot sausage and cold watermelon vendors and "barkers," whose raucous cries and unappetizing wares grate upon the sensibilities. After a walk of two blocks or more, past bootblack stands, fruit stalls, &c., the gateways are reached, and when past these there still comes a further tramp of 500 yards before one reaches a point where the main buildings come into view. Even then, owing to the breadth of the open spaces and the great area of the buildings, the impression is not striking to a public familiar with skyscrapers. These unfavorable features are all the more regrettable because they could have so easily been avoided. By bringing the various trolley lines, &c., close up to the gates, placing the gates closer to the main buildings and erecting an impressive series of arches across the entrance to the Plaza St. Louis to serve as a fitting portal, the convenience of the public would have been served without additional cost, and the first picture presented to the visitor would have been one of splendor instead of squalor; of beauty, instead of ugliness, and the real grandeur and beauty of the architectural feature

would have been given due effect. This first disagreeable impression made by the mean and architecturally inadequate approaches gradually wears off as the visitor becomes familiar with the really magnificent vistas furnished by the broad and masterly treatment of the main features of the Exposition; but there is still left the impression that the Exposition is spread out over too great an area, one so vast as to effectually bar any attempt toward the formation of a general all-embracing picture such as constituted the greatest charm of the Columbian Exposition at Chicago, with which this Exposition will inevitably be contrasted. The architects there presented to the visitor arriving from the lake a picture which charmed from the first glimpse as one neared the shores, while the Court of Honor as a central feature was more compact and more readily grasped as a whole than is the picture presented by the Festival Hall, with its flanking colonnades of States and cascades which make up the principal picture of the St. Louis Exposition. On the other hand, the lavish use of water in the cascades and fountains and electricity in the illuminations of the present Exposition have produced effects which were not possible at the older exposition, though they were suggested on a smaller scale in the beautiful illuminated tower and fountain of the Pan-American Exposition at Buffalo.

Were the grounds and buildings intended wholly for commemorative purposes the criticism of diffuseness would carry but little weight; but when it is recalled that it is intended that the visitors should traverse these wide spaces seeking knowledge it will be seen that it would have been better to have had less of the influence of the landscape artist and more of that of the engineer and architect in the planning of the Exposition.

The human body is a fairly well-known factor and its capacities should not have been disregarded. If this breadth was deemed essential, then adequate means for locomotion should have been provided. The intramural railway is not enough, the roller chairs and jinrickshaws are too expensive. There should be small, open, roofless cars running through all the main avenues, and charging at most a fare of five cents for a ride of any length, and with a comprehensive transfer system. Such a line could readily have been provided for in the original plans and would have proven profitable both in money and in increased appreciation by visitors of the truly wonderful aggregations of exhibits shown at this greatest of all expositions.

For notwithstanding the faults named above and notwithstanding a deplorable paucity of exhibits from our own manufacturing pharmacists and chemists the fact remains that the St. Louis Purchase Exposition has brought together a wonderful collection of exhibits from the remotest corners of the earth, a study of which will prove of value and of interest to every intelligent visitor.

Within the limitations of space imposed it will be impossible to attempt any detailed description of the exhibits, and we shall therefore merely indicate to the pharmacist the location

servation hardly confirms these charges. As a matter of fact the better class of restaurants have about the same scale of prices as do the New York city restaurants, though it is true that in the cheaper restaurants the scale of prices is above that usually prevailing in restaurants of the same class.

The Deutsche Wein Restaurant, which is located near the German Government building, and, indeed, is said to have been subsidized by the German Government, serves a table d'hôte dinner at \$3 per plate which leaves nothing to be desired, either as to appointments or service. At the Intramural Railway stations operated by Fred Idler & Co.—they do not operate all of them—an excellent and filling hot frankfurter sausage and cup of good coffee with cream may be had for 20 cents. In the Moroccan concession you may dine al fresco under the cedars at 35 cents without or 50 cents with wine, getting a typical Tenderloin table d'hôte, with M. Hama, erstwhile of Sherry's, as host, and, if you wish, a really delicious cup of Turkish coffee, poured out of the little hand wrought copper boilers which abound in our own Syrian quarter. In the Tyrolean Alps you may make a substantial meal on two imported frankfurters with potato salad and a stein of beer for 60 cents or you may adopt this suggestion, naively conveyed



The Palace of Electricity, in Which the Collective Chemical Exhibit of Germany is Located.

of the exhibits which have special pharmaceutical interest and suggest to the pharmaceutical visitor the best way to utilize his time.

HOW TO REACH THE EXPOSITION.

Special rates of fare to St. Louis have been made by all the railroads and it seems probable that even further reductions will be made, so as to enable all to visit the Exposition at a relatively small expenditure for railway fare.

The whole of St. Louis seems to have been turned into a caravansary, and so there need be no trouble in finding accommodations to suit any purse. The larger hotels have made no changes in the prices for accommodations. Rooms may be had in private houses at a dollar a day and upward, including breakfast. Numerous cheap structures of a temporary character have been erected near the Exposition grounds, where accommodations of a kind may be had at very reasonable rates—or rates which seem reasonable to a New Yorker. At least one of these hotels near the grounds, the Epworth Hotel, is a permanent brick structure, and has been selected as the headquarters for the meeting of the National Association of Retail Druggists in October.

THE CHARGES OF EXTORTION.

There has been much complaint in the newspapers regarding the exorbitant prices of the restaurants; but our own ob-

on the bill of fare in the form of a specimen check, and order a very decent dinner for two, with all the frills, at a total cost of \$11. On the Pike you may sit in the balcony of Idler's New York Restaurant—operated, by the way, by Fred Idler, formerly superintendent of the New York Drug Club—and enjoy a view of the interesting crowd which throngs the street and a good 50-cent dinner, which, though simple, is well cooked and neatly served. In fact, there is a great abundance of restaurants of all kinds and meals at all prices. It costs more to live at restaurants than it does at home. This fact is really the basis of most of the complaints.

We shall endeavor to point out the major portion, at least, of the exhibits likely to be of special pharmaceutical interest. With such an overwhelming mass of matter to choose from, and with the comparatively limited time and space left at our disposal, it will undoubtedly follow that some things have been omitted that should have been mentioned; but we feel confident that the pharmacist who will follow the suggestions outlined below will find that he can accomplish more, so far as pharmaceutical sight-seeing is concerned, than he could have done had he undertaken the task without such special guidance.

No effort will be made to arbitrarily determine how much time the pharmacist should devote to any particular section, but in a general way the following plan will probably be found to



Corner of Palace of Liberal Arts Where Most of the Pharmaceutical Exhibits Are Located.

be as economical of time and effort as any that can be devised, though the question of its suitability to the particular observer depends so much upon the taste of the individual and the amount of time he has at his disposal that even this suggestion is offered with some diffidence.

The regulation programme for the evening is a visit to as many of the attractions of the Pike as the limitations of physical endurance and purse permit. If, however, the sight-seer has put in a full day along the lines indicated, he will find that a visit to one attraction, such as Fair Japan or Hagenbeck's, is quite as much sightseeing for one evening as he has capacity to enjoy or even endure.

The Daily Programme.

Following is a tentative suggestion which, if followed, will insure the pharmacist covering the more interesting pharmaceutical features during a week's stay at the grounds, and will also leave him sufficient time to at least get a good idea of the general features of the Exposition.

First Day.—Palaces of Liberal Arts and mines and Metallurgy, taking an automobile ride around the grounds at the closing of the buildings.

Second Day.—U. S. Government Building, U. S. Fishery Building, the out-of-door bird exhibit, and then one of the Fine Arts buildings or some of the various State buildings, concluding with a ride by the Intramural Railway to Station 1 or to Station 3, as the fancy may dictate, and an evening on the Pike.

Third Day.—Palaces of Manufactures and of Education, and the De Forest Wireless Tower, which gives an admirable view of the grounds. This ascent should be made, however, only when it happens to be clear weather. The evening can be devoted to a visit to the Fine Arts Buildings, which are open on certain evenings, and might well include a ride around the Lagoon

and Grand Basin in an electric launch. This tour should be taken after nightfall, and at an hour when the cascades and fountain are in operation, as they do not play continuously.

Fourth Day.—The Palaces of Varied Industry and Electricity, and possibly the Palace of Transportation and Machinery might be given at least a cursory examination. A delightful *al fresco* dining place, if this programme is carried out, will be found to the southwest of the Machinery Hall and immediately south of the Japanese Imperial Gardens, in the out-of-door restaurant of the Moorish Concession. This concession, by the way, is under the general management of A. W. Shibley, a graduate of the class of 1903 of the New York College of Pharmacy, who will extend a cordial welcome to all pharmacists making themselves known to him. After dining here on the crest of the hill, the evening can with advantage be devoted to viewing the Anglo-Boer war, which begins at 8.30 o'clock, in which a most thrilling and lifelike representation is given of several historical incidents of the war.

Fifth Day.—Queen Victoria's Jubilee gifts, back of the Administration Building, and take a general view of the foreign Government buildings, a glimpse into the Building of Forestry, Fish and Game; a trip in the Ferris Wheel and into one or two of the Philippine villages and the Philippine Forestry Building, concluding with the general review of the outdoor exhibit of the U. S. Bureau of Plant Industry and the outdoor anthropological exhibit of the United States, including the Indian school,

If any time be left the visitor will find ample attractions in the Horticultural Building.

Sixth Day.—The Palace of Agriculture will furnish sights enough to keep the visitor busy for the entire day, or if he is content with a mere cursory glimpse of the many features of interest shown there he can devote this day to the Fine Arts, devoting the evening, as usual, to the attractions of the Pike.

There is much more to be seen than is indicated in the outline programme laid out above, but our own experience and observation lead us to believe that, by having some such general plan and adapting it to one's special taste or inclination, much more can be accomplished than by a wholly aimless wandering to and fro, which will entail a great deal of unnecessary duplication of travel, and this, in view of the great amount of ground covered, must be guarded against if one hopes to obtain the best possible results within the time that is at his disposal.

There are many objects of general interest which are not named at all in this article, but which are so much talked of and so prominent that no visitor will fail to see such of them as appeal to his own taste. This article has been necessarily restricted closely to pharmaceutical topics.

How to See the Exposition.

If a brief visit is contemplated, and the majority of pharmacists will only have time for a brief visit, it is needless to undertake a general preliminary survey of the ground, however satisfactory this might be from a purely esthetic point of view, for this survey would require an entire day and would entail a practical duplication of the work of the visitor.

THE CENTER OF PHARMACEUTICAL INTEREST.

The Palace of the Liberal Arts contains more of especial interest to pharmacists than any other single building, and the visitor should therefore first take a survey of the contents of

this building. By reference to the accompanying map of the grounds it will be seen that the Palace of Liberal Arts lies at the extreme east of the grounds. The principal, or Lindell, boulevard entrance opens on the plaza of St. Louis, and the first of the main buildings reached is the Palace of Manufactures. Entering this palace at the northwestern corner—and, by the way, every visitor will find the task of sight seeing much facilitated by frequent reference to a pocket compass and a map—the sightseer will find himself in the midst of a handsome display of Parisian gowns, etc.

The Crystal Pavilion of the Mississippi Glass Company, Block 27, D street, Palace of Manufactures, possesses special interest for pharmacists, as it is here that the Appert glass is shown. The display includes large tanks for chemical reagents, etc., coolers for domestic purposes, and what will specially interest the pharmacists, a lime water dispenser, which is so designed as to enable the pharmacist to dispense lime water of a uniform strength with the least possible trouble.

Passing in a leisurely way through the Palace of Manufactures, the Plaza of Orleans, and entering the Palace of Liberal Arts at the northwest corner, nothing of especial pharmaceutical interest will be found along the northeast aisle until the easternmost corner of the building is reached, where, opposite Block 6, the druggist will see a large collection of Chinese drugs arranged in glass jars alongside the southeastern wall. Unfortunately many of these drugs bear only the Chinese title, as many of them have never been given systematic scientific names. Among the drugs shown, which are noteworthy on account of their great dissimilarity to our own *materia medica*, are dried lizards, dried frogs, scorpions, centipedes, beetles, tree frogs, chicken blood pills, dragons' bones, dragons' teeth, etc. Other drugs shown, which are more or less familiar to us, are ginger, orange peel, borage root, bark, galls, indigo, angelica, realgar, *veratrum nigrum*, iron pyrites, *convolvulus*, cardamoms, *berberis* and *urtica tuberosa*.

Pharmacists desiring further information regarding this drug exhibit should inquire of the attendants, for J. A. Berthet, an attache to the Chinese commission, who has special charge of this feature of the exhibit, which comprises some six hundred specimens of crude Chinese drugs, some of which are to Western eyes very crude indeed.

Turning west along the southern wall the pharmacist will observe some interesting views of prominent watering places in the German section, which joins the Chinese section. Reaching the extreme southwestern corner of this building he will find on the right the handsome pavilion of the Roessler & Hasslacher Chemical Company, in Block 65.

This pavilion contains an excellent representation of a laboratory of an alchemist of the Middle Ages, showing all the chemical paraphernalia in use by these searches after the philosophers' stone. This laboratory is a reproduction of the famous painting by Teniers of "The Old Alchemist." The exhibit of the productions of the Roessler & Hasslacher Chemical Company, which forms the foreground of the picture, includes cyanides, acetone and solvents, chloroform, ceramic colors (enamel and underglaze) and metallic oxides for decorating china and glassware, sodium peroxide, sodium dioxide (dental), metallic sodium (sticks) and Dr. Schaefer's lithium salts, carbonate, benzoate, citrate, salicylate, etc., and cocaine, caffeine, coumarine and pilocarpine.

Further south on this aisle at the intersection of the aisle leading to the southwestern entrance the Luyties Homeopathic Company share a handsomely fitted booth with Sanitol. In the extreme corner is a display of Allen's perfumes, the display including a complete plant for the manufacture of perfumes from the pomades. The churns for washing the pomades, the refrigerating tanks, the aging racks in which carboys of finished extracts are turned over and over for months at a time are all shown. A group of wax models is also shown, which embraces every flower used in perfumery.

Passing westward along the southern aisle (6) we find in Blocks 56 and 66 on aisles G and H, which lead north from aisle 6, a number of displays of surgical instruments and appliances, operating chairs and physicians' furniture.

(Written for the American Druggist.)

THE PHARMACEUTICAL DISPLAY IN THE LIBERAL ARTS BUILDING.

By JAMES M. GOOD, PH. G.,
St. Louis, Mo.

In the matter of chemical industry Great Britain lays claim to having been "a pioneer among nations." An impartial critic will admit that she has well maintained her original position, but in the field of organic chemistry and the manufacture of synthetic products she must acknowledge, with a degree of humiliation, that Germany has outstripped her. In this connection it is an interesting fact to note that in the search for artificial synthetic quinine W. H. Perkin, an Englishman, hit upon the reaction which produced the first aniline color possessing the properties of a dye, and for a few years the production of the coal-tar colors, as an industry, was carried on in Great Britain.

Exhibits of "coal-tar products" are made by several firms. They include benzole, pyridine, picric acid, toluol, creosote, and various manufactured colors used as dyes.

In the Palace of Liberal Arts, Section 55, exhibits interesting and instructive are made by upward of a hundred different British firms or individuals under the classification of the Chemical and Pharmaceutical Arts.

The different exhibits in this group cannot be described in detail to advantage. They must be seen to be appreciated. Certain industries may be grouped, however.

Five different firms are represented in the alkali industry. They show ammoniac and soda products, metallic sodium, silicates, bleaching powder, acetic acid, etc.

Contributions to the acid industry, nitric, hydrochloric and sulphuric, are made by five other companies.

Alum and allied compounds are shown by two firms.

The sulphur industry is an important one. Besides its more familiar forms, sulphur is shown as chloride, sulphite, hypsulphite, etc.

Explosives are shown by Nobel's Explosives Company and Pain & Sons. The displays include smokeless high explosives, cartridges, shells, etc.

Oils, fats, waxes, soap and candles are exhibited by a number of firms, including in the different groups many interesting items. Of the different firms represented probably the Price's Patent Candle Company is best known to American pharmacists because of its pure glycerin. As shown by its exhibit the manufacture of soaps is hardly to be considered a minor industry. It shows pure stearin in the form of very pretty statuettes, which might easily, at a little distance, be mistaken for Parian marble.

Ethereal oils are shown by Allen & Sons, Morson & Son, and others. The climate of England is not congenial to the growth of a great variety of plants for the production of natural essential oils, but the manufacture of synthetic perfumes is a branch of industry which is open to her. It may be considered an "infant industry" as yet.

Stafford Allen & Sons have a very handsome showcase in which they display Allen's expressed oils, as follows: *Ol. amygdalæ*, oil of almonds, *ol. amygdalæ pallid.*, oil of almonds bleached, *ol. amygdalæ persic.*, either oil of peach or apricot kernels, *ol. crotonis ex croton tiglium.*, *ol. staphisagrie ex delphinium staphisagrie*.

Allen's essential oils, including the oils of bitter almond, free from prussic acid, buchu, caraway, cardamoms, blue English chamomile, Ceylon cinnamon, cloves, copaiba, coriander, cubebs, cumin, English dill, juniper berries, English lavender, nutmeg, orris root concrete, both Florentine and Mogador varieties, also the tenfold "Concentrated Essential Oil" pepper, English peppermint, English pennyroyal, Pimento, English rosemary, sandal wood, East Indian (which was first distilled in England about 60 years ago by this firm), English savine, and eugenol.

One of the specialties of this firm, which has done much to make the name known in the United States, is their cultivated

leaves. Their display of these drugs is particularly interesting, including as it does: Aconite leaf and root, belladonna leaf and root, foxglove leaf, henbane [first and second year—biennial], roots of dandelion, English rhubarb, and valerian, English dill fruit, herbs and flowers of chamomile, lavender, pennyroyal, peppermint, rosemary and savine.

Photographic views of the growing herbs are shown in connection with the herbs and roots themselves. In addition to the above display, the firm also shows Allen's green extracts of belladonna, henbane, etc.; the aqueous extracts of opium, gentian; the alcoholic extracts of belladonna leaf and root, nuxvomica, Indian hemp, etc.

Other pharmaceutical preparations shown are the resins of podophyllum, jalap and scammony roots, aloin, English

Some old chemical glassware of historical interest is shown by the London Society of Apothecaries.

Pharmaceutical as well as chemical preparations are well represented in the exhibits by Evans Sons, Lescher & Webb, Howard & Sons, May & Baker, Morson & Son and William Martindale. In the collection by the latter several specialties of his may be seen, such as castor oil solutions of alkaloidal bases for ophthalmic use, glycoelatin bougies, and capsules of different ethers, which are of considerable pharmaceutical interest.

In studying the displays of chemicals and pharmaceuticals one is not likely to be elbowed out of position. There is room to wander. There are always crowds near the tables in the Agricultural Building when buttermilk is being dispensed and baked biscuits distributed, but the acquirement of knowledge



Brazilian Display in the Palace of Liberal Arts, Showing Complete Contents of a Brazilian Pharmacy.

elaterium, powdered rhubarb, mercury with chalk, mercury ointment and pill, and ground pepper, typical grades only shown.

Among other interesting exhibits may be mentioned Allen & Hanburys infant foods and malted preparations.

Battley & Watts exhibit pharmaceutical liquors (corresponding to our fluid extracts). Liquid Opli Sedativis is one of their most widely known preparations.

Drugs and pharmaceutical preparations, such as elixirs, emulsions, syrups, extracts and pellets, are exhibited by Corbyn, Stacey & Co., of London. This firm also shows some antiquities in the form of ointment and syrup jars.

An interesting collection of antique mortars used in the sixteenth and seventeenth centuries is shown by Daniel Davison, of Cromer, whose description of this exhibit was published in the AMERICAN DRUGGIST some months ago.

pure and simple, without any premium, does not appeal to the public.

THE WELLCOME RESEARCH LABORATORIES.

The exhibits in these laboratories show products illustrating investigations both chemical and physiological in character.

Success in the latter implies and necessitates skill in the former. Since Behring announced that "the serum of animals immunized against diphtheria contained a specific antitoxin which, when injected into other animals, could protect them against diphtheria toxin," laboratories for physiological research have multiplied. The products of the Wellcome laboratories are to the British what similar well known and carefully conducted plants in this country are to us. They include a great variety of serums, specimens of which are shown in the very attractive exhibit.

When once we are convinced that a satisfactory working

theory of the nature of infective disease and of the factors involved in natural resistance and acquired immunity has been established, then skepticism will gradually give place to confidence in this form of treatment.

Walter Dowson, M.A., M.D., is the director of the physiological laboratories. The energy and enterprise of Burroughs, Wellcome & Co. make them possible.

The exhibit of the products of their chemical research laboratories is interesting because of its including many items not usually shown in such displays. Among these may be mentioned constituents of numerous essential oils, derivatives of chaulmugric acid, salts of this acid with ethyl, methyl, ammonium, potassium, lithium, iron, copper, lead, etc.; salts of pilo-

length—considerable skill is shown in color effects by the arrangement of chemicals which lend themselves readily to the production of artistic contrasts and pleasing effects. The chemicals shown include potassium iodide in "Walls of Troy" arrangement of crystals, ammonium bichromate, a rich red color; chromium chloride, violet; iron and ammonium oxalate, sage green, and other colored crystals. Noticeable chemicals hardly common or familiar, at least not familiar to the pharmacist, are nickel and ammonium sulphate, uranium nitrate, rubidium iodide, copper acetate, gold chloride, dry; succinic acid, potassium chloroplatinite, maroon colored crystals; thiosinamine, metallic aluminum and magnesium, together with many others, making up a display that well represents the output of a



Main Exhibit of the National Cash Register Company, Block No. 22, Palace of Liberal Arts.

carpine, hyoscine, hyoscyamine, and others. In the commercial exhibit of Burroughs, Wellcome & Co. considerable emphasis is placed by them upon what they term the tabloid brand medical equipments. In this form they claim that drugs and combinations of drugs which will meet practically every need of the physician may be prepared. The resistance offered by the tabloids to hard usage and trying climatic conditions adapts them to the use of travelers especially. Dr. Frederick B. Power, whose ability as a patient investigator is universally acknowledged, is the director of these laboratories.

THE MALLINKRODT EXHIBIT OF CHEMICALS.

"Expositions are the time-keepers of progress" is the quotation from the speech by President McKinley at Buffalo, which is used appropriately by the Mallinkrodt Chemical Works in inviting attention to their exhibit, in which they show in the Liberal Arts Building upward of four hundred different items in medicinal and photographic chemicals.

The exhibit by this firm exceeds in extent and value any of the displays heretofore made by it. Besides the display of alkaloids—notably morphine, a high white shaft, value \$3,500, and cocaine alkaloid in needle shaped crystals 2 inches in

chemical laboratory, which has a reputation broader than our broad country.

FRECK'S PHARMACEUTICAL MACHINERY.

In Block 66 in the Palace of Liberal Arts is the small yet interesting exhibit of the Wm. Freck Company, of Chicago, manufacturer of pharmaceutical machines. Tablet machines, suppository molds, an improved apparatus for coating pills and tablets, and an improved triturating and mixing machine are shown. The oval globes of the coating apparatus are open at the two ends so as to allow a current of hot air to pass over the moving mass of pills or tablets as the globes revolve. Many other devices are shown which will appeal to the practical pharmacist.

In Section 52 there will be found a number of French exhibits which are distinctly creditable. Among these the display made by the Chemical Société of Paris is really remarkable for the very wide scope covered in a very limited space. The samples of chemicals shown are most diminutive, but each is carefully labeled, and the entire exhibit covers practically the whole field of chemistry. An interesting and comprehensive

exhibit is also made of photographic and technical chemicals generally.

LOW TEMPERATURE RESEARCH EXHIBIT.

In a building adjacent to the Liberal Arts Building, yet standing apart from it, is a complete plant for the manufacture of liquid and solid hydrogen, and incidentally producing liquid air. This plant is practically a reproduction of the one used by Professor Dewar at the Royal Institution, London. The successful working of an apparatus of this kind depends on the absolute accuracy of the details in its construction. A mechanical engineer will study the plant with admiration.

Briefly, the machinery consists of a carbonic acid compressor, an air compressing pump, a hydrogen compressor, a vacuum pump and a liquefier. By alternate compression and expansion of the gases first, then the liquids, a temperature of 257 degrees C. is reached and solid hydrogen obtained. From the liquefaction of chlorine by Faraday to the solidification of hydrogen by Dewar, the pre-eminence of our British cousins in research in this direction is admitted.

THE NATIONAL CASH REGISTER COMPANY.

Near the center of the Liberal Arts Building is located the main exhibit of the National Cash Register Company, which is illustrated herewith. The Ionic booth is 25 feet in height. The background of the booth is an oil painting, 28 feet by 6 feet, showing a general view of the factory. A variety of novel and interesting features in cash registers is shown, the history of the development of the machine being illustrated by 110 specimens, beginning with the crude first attempt and including the latest achievements in the art of cash register building.

LANOLIN AND CERESINE.

The beautiful exhibit of Graab & Kranish, Rixdorf-Berlin, in the Palace of Liberal Arts, in the center of Blocks 35, 36, 45 and 46, is worthy special attention. It consists of a column of various kinds of ceresine wax, towering above a pedestal, the corners of which consist of ceresine, surmounted by vases filled with lanolins. The pedestal contains also specimens of the products of the firm, such as tapers, lanolin soap, toilet cream, ozokerite, carnauba, phonograph, leather, polishing and cable wax, artificial honeycomb, &c. American and German flags are suspended from the crown of the column. Graab & Kranich are headquarters for ceresine and lanolin, and their products are acknowledged the best of their kind in the world. The Henry Heil Chemical Company, 210-214 South Fourth street, St. Louis, Mo., are the American agents for this firm, and can supply any detailed information desired concerning their products.

The Kny, Scherer Company shows a full line of hospital supplies and surgical instruments in Building No. 56. Probably the most interesting exhibit it makes is a collection of surgical instruments taken from the ruins of Pompeii, including a screw vaginal speculum and trochar, needles, spring scissors, spring forceps, blunt hook, elevator and raspator, used in operations for injuries of the cranium. These particular instruments are the original specimens taken out of the ruins of Pompeii, and not mere replicas such as are shown in the Italian Government Building.

CRÈME SIMON.

We present herewith a view of J. Simon's booth in the French perfumery section of the Liberal Arts Building. No doubt but that many of our readers have already visited or will visit this exhibit some time during the fair. An attractive attendant is in charge and visitors never leave empty handed, either receiving liberal samples of the celebrated Crème Simon or a sachet of Simon's face powder; likewise attractive booklets, entitled "Views of Paris."

It was in 1860 that J. Simon first devised the product named Crème Simon, and which to-day can be found at leading druggists in all parts of the world.

Crème Simon was the first improvement made by pharmacy in the preparation of cold cream. For three or four centuries cold cream had been made by perfuming fatty substances, which

rapidly turned rancid after having been rubbed into the skin, causing skin eruptions, etc. No wonder then that the fashionable women of the world have eagerly bought this product, the sale of which reaches into the millions.

Crème Simon was exhibited at the New Orleans Exposition of 1886, where it secured a gold medal; in Chicago, 1893, it was classed "Hors Concours," French Perfumery Section, and it again obtained the Paris, 1900, gold medal.

Its sales in the United States are increasing very rapidly, the importations for the first six months of 1904 being equal to 83 per cent. of last year's total importations.

Judicious advertising in the leading magazines, expensive samples, in addition to the work being done at St. Louis, can alone explain these remarkable results at a time where a business depression no doubt exists.

Pharmacists can obtain the illustrated price-list and samples



Crème Simon Exhibit, Block 52, Liberal Arts Building.

by addressing the United States representative, Geo. J. Wallau, 2 and 4 Stone street, New York City, who likewise represents the well-known Carabana Aperient Water.

Having covered the main features of interest to pharmacists as shown in the Palace of Liberal Arts, the pharmacist will find himself near the central exit in the southwestern façade, opposite the Sunken Gardens.

The Government Building.

The next point of special interest is the Government Building, the main entrance of which faces the Sunken Gardens, from the southeast. On entering this building from the main entrance the visitor will find on the left the exhibit of the Treasury Department. This includes a mint in practical operation, and, adjoining this mint, a very complete display of the United States Public Health and Marine Hospital Service, which is under the direction of S. W. Richards, a pharmacist in the service, who, by the way, was the first pharmacist in the Government service to be accredited officially as a delegate by the United States Government to the American Pharmacists' Association. Members of the American Pharmacists' Association who attended the Philadelphia meeting will recall the occasion with pleasure.

The first display observed on the left hand as one enters the main portal of the building is a case containing almost a complete collection of culture tubes of those infectious diseases the bacilli of which have been identified. Another very interesting collection shows the life history of various pieces of mosquito, notably the *Stegomyia fasciata*, which have been

proven to be the bearers of yellow fever, and the anopheles, the distributor of malarial infection, and the ordinary culex, which has recently been reported as being the bearer of the infection of dengue, or break-bone fever. Another very interesting feature of this exhibit is a complete traveling laboratory, so packed that it can be taken into an infected territory and satisfactory bacteriological examinations made, without either running water or gas connections. The working apparatus in this laboratory is packed in special cases in such a manner that any desired piece of apparatus can be taken out without unpacking the entire case. The standard regulation laboratory of the service is also shown as it appears at the various stations, which are scattered all over the world—for this is a service which maintains hospitals in the principal ports in foreign countries, as well as in the United States.

A complete electro-therapeutic outfit is included in the display, comprising X-ray tubes, Finson light apparatus, &c.

The popular interest in radio-activity is shown by the crowds that attend the lectures given in the small lecture room of the department. These lectures are given daily, at 11.30 a. m., and at 3 p. m., and are invariably given to an audience that fills the entire chamber and which manifests its interest by the very closest attention. Several different lecturers have presented the subject, among them being Dr. George F. Kunz and Prof. Charles Baskerville of New York.

The lecture room is fitted up with all the necessary physical apparatus to present the lecture in a satisfactory manner, and since the lecturers and their assistants repeat their work so often, the experiment go off with a most commendable smoothness and celerity.

THE DEPARTMENT OF COMMERCE AND LABOR

embraces the Bureau of Standards, and this Bureau makes a very interesting exhibit, both from the viewpoint of popular



View of Sunken Gardens from Portico of Government Building, Looking North. Palace of Liberal Arts on the Right; Mines and Metallurgy on the Left; Manufactures in the Background. Photographed by F. Lamson Scribner.

A rather attractive representation of an operation is represented with life-size wax figures, taking the part of surgeon and patients. Another feature of this exhibit is a model of the Camp Perry, which was established at Fernandino, Fla., in 1898, as a yellow fever hospital camp, and rebuilt as a permanent camp in 1901. This camp affords accommodations for 1200 patients. The Reedy Island Quarantine Station at the mouth of the Delaware is also shown in the form of a model.

Pharmacists visiting this exhibit should not fail to make themselves known to Mr. Richardson, who will be pleased to extend every courtesy possible to pharmacists.

THE RADIUM EXHIBIT.

Adjoining the Treasury exhibit is that of the Department of Commerce and Labor, the main interest in which for chemists and pharmacists lies in the very complete collection of radio-active substances contained in the case against the wall of this department, opposite the attractive panoramic view of the Colorado Cañon in Arizona—a view, by the way, which will arouse delightful memories in those who attended the California meeting of the National Wholesale Druggists' Association three years ago.

and of scientific interest. The exhibit of the bureau, which is just north of the Mint, in the Government Building, embraces the working standards used in examining mass, capacity, length and electro-motive force, each of these standards being grouped together in a case of its own. Among the interesting contents of the case devoted to balances is an old Mexican balance, showing the earliest and most primitive form of equal arm balance.

The methods of standardizing of weights is shown by a balance so arranged that the weights can be shifted from one scale pan to another without the operator being in immediate proximity to the scales, and thereby affecting the temperature. This is done by means of ratchet pinions on long shafts, which can be in a different room if required. In operation, the two weights which are to be examined are placed on the respective scale pans and allowed to remain for 24 hours, so as to insure their having precisely the same temperature. The operator, who is usually at a distance of from 10 to 20 feet from the scales, then releases the scales and takes note of the degree of vibration of the arm of the balance, by means of a telescope provided with hair lines. By turning the shafts the operator can then shift the two weights and release the arm and again

observe the vibration of the arm of the scale through the telescope. By means of riders, a known weight can then be released on either arm of the balance as desired. Observation of the amount of vibration of the index and of the effect of the rider upon the vibration gives data from which the observer can calculate the actual difference in the mass of the two weights. As a matter of fact, it is absolutely impossible to have any two masses of precisely the same weight, although, of course, the variation is so minute as to be practically negligible. In connection with the work on standardization of weights, there is an exhibit of balances made by various manufacturers.

On another table a standard polariscope is shown, and the methods used in polariscopic examinations of sugar are demonstrated.

A manufacturers' exhibit of measures of capacity is also shown, together with an interesting collection of measures of capacity of some historic interest.

The standard yards and meter measures are shown, and the apparatus is also shown, in one of the cases, which is used in comparing standards of length. This process is comparatively simple, as the actual length of the standard is compared directly with the measure under observation by means of direct inspection through a microscope and eye-piece micrometer lined on a movable arm.

In another portion of the exhibit a collection of standard thermometers is shown, including pyrometers and thermometers, couples and platinum resistance thermometers.

TESTING CLINICAL THERMOMETERS.

To pharmacists and physicians the most interesting feature of this exhibit will be found on the table in the remote corner where the complete apparatus for standardizing clinical thermometers is shown. This table, which is illustrated herewith, embraces the entire set of apparatus as used at the Bureau in Washington. The centrifugal machine is shown at the right end of the table, the comparison tank near the center, the hot and cold water tanks with necessary supply and overflow connections are mounted on a cast-iron support about 75 cm. above the table. Inside the hot water tank there is an electric heating coil wound in two sections inside a thin-walled copper tube. The copper tube is wound in a spiral of 15 cm. diameter. The two sections of this coil can be joined by means of a simple switch to give fast, medium and slow heating, the latter being sufficient to keep the temperature 15 degrees or 20 degrees below the boiling point.

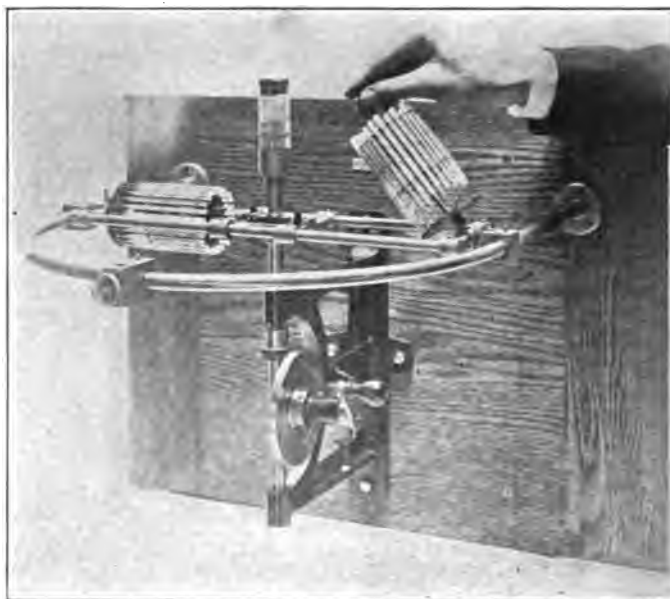
The supply of electrical energy for the comparison tank is controlled by the switches and rheostat handles, shown on the front of the table, and by a wattmeter mounted inside of and read through a small plate glass window in the top of the table. On top of the table is shown a reading stand, in which the holders are placed and the thermometers read through a small microscope. There is also shown a tray with holders, to illustrate the method of handling the thermometers. The scales of the two standard thermometers in the tank are illuminated by the incandescent lamp mounted on the flexible stand in the rear. The large drawer on the left of the table is used to store thermometers undergoing test, while the door on the right is a switchboard, on which are mounted the necessary switches and the rheostats. The door is hinged and opens outward, thus rendering all the connections accessible.

In the process of testing the temperature of the bath is quickly brought up to within a fraction of a degree of the temperature of the lowest test point (96 degrees F.) by the hot water circulation, and then by means of the rheostat R and the wattmeter W the current is regulated to maintain the temperature 96 degrees F.

Four holders are then put into the bath, and by momentarily throwing the switch to the side marked "Fast" the temperature of the bath is brought to exactly 96 degrees F. The temperature can be brought with ease to within 0.01 degree F., and it rarely happens that the readings of the two standard thermometers differ by more than this amount. The readings of the two thermometers are then entered on the test record sheet 34a. This procedure is repeated until all the holders have been dipped at the first test point.

After all the thermometers have been dipped, the holders are mounted one at a time in the reading stand. One observer reads the thermometers as they are successively brought into the field of view of the microscope by turning the knurled bead of the arbor on which the holders are slipped, while another assistant records the readings on the test record sheet. With a little practice the thermometers may be read at the rate of 20 per minute without sacrificing accuracy, as has been demonstrated by repeated trials. The readings, even when made by different observers, rarely differ by more than 0.03 degrees F.

After all the loaded holders have been read at the first test point, the bath is brought to the next test temperature, 100 de-



Centrifugal Machine Used to Throw Back Index in Testing Clinical Thermometers.

grees F., and the clinical thermometers are again dipped and read. This procedure is repeated for the other test points, 104 degrees and 108 degrees F. The holders are then mounted two at a time in the centrifugal machine and the mercury is made to retreat below 95 degrees, and the entire series of observations at the four test points are repeated.

For the above description we are indebted to L. A. Fischer and C. W. Waitner of the Bureau of Standards, and to S. W. Stratton, chief of the bureau, who has afforded every facility for a study of the methods of the bureau.

THE DEPARTMENT OF AGRICULTURE.

Passing toward the northern exit of the building, the pharmacist will see much that will interest him, as a citizen if not as a pharmacist. The display made by the Post Office of mail carriers on sleds and burros, the automatic cancelling device, the astonishing collection of articles that have found their way to the dead letter office, the humorous biographs, the passage of the fast mail, the receipt of mail from the steamers and other interesting incidents connected with the postal service are well worth at least a brief survey.

Turning now and passing toward the southerly end of the building, the pharmacist will find that the Smithsonian Institution has an interesting exhibit representing the multifarious aspects of scientific knowledge and endeavor covered by that institution. In the astro-physical department of this display will be found a reproduction of the complete spectrum, some 24 feet in length, including the "new spectrum" of Langley, which is eight times as large as the original one discovered by Newton. It will be remembered that the discovery of this spectrum was effected by bolometers, and that it does not pass through glass, but only through rock crystal. In the third case from the main aisle, in the collection of pottery and utensils, will be

found a number of stone pestles, among the archeological collection in the West Indies. Some of these are carved in what might be considered comparatively elaborate effects. While these pestles were primarily intended to be used for pounding grain for food, it is quite within the limits of possibility that they were occasionally used for what we would now call pharmaceutical purposes.

The next object of pharmaceutical interest is shown in the display of the Department of Agriculture, which occupies the



Commerce, a Herolic Figure by Konti.

entire southwestern end of the Government Building. Here the work of food investigation and the ordinary work of the agricultural chemist is being carried on during the Exposition, so that the observer will have an opportunity to see an analytical laboratory in actual operation. For instance, the department is now engaged in a study of the chemical and physical changes involved in the ripening of fruit and the determinations of moisture, acidity, &c., is now being carried on in this department of the exhibit, and from the data there collated it is expected that a bulletin will be prepared for the guidance of fruit growers, regarding the keeping qualities of ripe and unripe fruit under varying conditions.

PRESERVATIVES IN FOODS.

Work is also being carried on by the department in the determination of the effect of the addition of preservatives to food stuffs, such as preserved vegetables, fruits, &c. It has been claimed by some of the canners that formaldehyde is generated in the process of canning, whereas experiments carried on in the department indicate that, so far from this being the case, the reverse is really true, as a certain amount of formaldehyde may be added to the goods in the course of the process and it would be impossible for the chemist to detect this at its conclusion. The two features of special interest to pharmacists in the display of the Department of Agriculture are the crude drug exhibits made by the Bureau of Plant Industry and the showcase containing specimens of adulterated drugs, which appears in the corner of the exhibit of the Bureau of Chemistry of the Department of Agriculture, near the main aisle, and which is described in full in the adjoining column, by Lyman F. Kebler, Ph. C., chief of the Drug Laboratory of the bureau.

(Written for the American Druggist.)

EXHIBIT OF THE UNITED STATES DRUG LABORATORY AT THE ST. LOUIS EXPOSITION.

BY LYMAN F. KEBLER,

Chief of Drug Laboratory, United States Department of Agriculture.

The exhibit of the United States Drug Laboratory is located in the southern portion of the Government Building, and forms part of the display of the Bureau of Chemistry. The samples shown are representative of the goods examined at the Drug Laboratory in the regular course of its work. The material in each case is a part of the original packages at present in possession of the laboratory. The display is of particular interest to every druggist, because it represents not only the quality of some of the goods delivered him, but also the kind of chemical reagents he is probably using in testing his goods and making his preparations from. Many of the chemicals are marked C. P., a designation which is commonly supposed to mean that they are the best articles obtainable, but, in many cases, they fail to meet the pharmaceutical requirements for medicinal chemicals, and the writer has good reasons for believing that some dealers supply many orders for medicinal and C. P. chemicals out of the same container.

In order that the samples here referred to may be readily found, they will be considered in alphabetical order.

Acetic Ether, U. S. P. and "Rectified."—The former contains about 60 per cent, acetic ether and the latter about 80 per cent, the remainder being mostly alcohol. The latter also left a residue which possessed the odor of certain fertilizers. This odor was evidently carried through from the commercial calcium acetate used in its preparation. When the jobber was informed concerning the nature of his goods and notified that he must have an article of U. S. P. quality, he was not slow to label the "rectified" product U. S. P. and send it to us again. After considerable delay and trouble we finally secured an article of the desired degree of purity, excepting that the manufacturer had neglected to redistil the ether after dehydrating it with calcium chloride, and the result was an article contaminated with calcium chloride. In order that our analytical work would be delayed no longer, we decided to redistil it ourselves. It might be interesting to note here that after about six months hammering we are now getting the acetic ether of proper quality without being compelled to redistil it at the laboratory.

A similar story might be told about the ordinary ether. The contractor was informed that a certain brand of ether would no longer be accepted at the Bureau of Chemistry, because it was of inferior quality. It was not long before we were asked whether he would accept another sample of the brand of ether in question for examination, and an affirmative response was made, with the result that the sample of ether submitted tested up well and every delivery made since of this same brand has been of satisfactory quality.

Benzol, C. P.—This chemical is used as a solvent in analytical work and should be of the highest grade of purity, especially in plant analysis. The sample exhibited bore the name of a good firm, but the chemical contained little benzol.

Calcium Chloride and Oxide, C. P.—These chemicals are contaminated with salts of aluminum and magnesium. The former is highly alkaline to litmus. The calcium oxide is of especially poor quality, containing in addition to the above impurities sulphates, chlorides and siliceous matter and is partially air slacked. A good sample of powdered calcium oxide when mixed with half its weight of water and stirred well will leave a dry residue.

Corrosive Sublimate, Labeled Calomel.—The package shown was labeled "Hydr. chlorat. Mite," but the contents of the bottles proved on examination to be corrosive sublimate. An accident of this character is reprehensible and an error of this kind certainly ought not to occur in any well regulated establishment. The physical appearance is so different from that of calomel that any one acquainted at all with these chemicals would have suspected the nature of the chemical. Eternal

vigilance and unlimited care should be exercised in dealing with such highly poisonous goods.

Carbon Tetrachloride, C. P.—The properties of this chemical promise an extended use for it, not only in the arts, but also as a reagent in analytical work. At present it is yet a little expensive, but its unflammable character, stability, solvent properties and immiscibility have given it a place in analytical work. The sample exhibited is the ordinary commercial article. There is no excuse for supplying an inferior article when the pure product is called for, because a high grade article can readily be prepared.

Chloral Hydrate, U. S. P., contains chloride and alcoholate, is damp and melts at 54 degrees C. It is remarkable how much of the chloral hydrate now on the market is of poor quality. An important article like this ought to be of the highest possible purity, especially since it is used exclusively as a medicinal agent.

Chromic Acid of a high quality is readily obtainable, if insisted on, but the product as usually supplied continues to be one of the most unreliable articles on the market. It commonly contains larger or smaller amounts of sodium acid sulphate, which is introduced in the process of manufacture. The sample shown represents the best grade usually supplied and contains over 8 per cent. of sulphate calculated as sodium acid sulphate.

The Cochineal shown is adulterated with 25 per cent. of powdered talcum.

Copper Sulphate, C. P., "Absolutely Free from Iron."—The contract called for an iron free product, and the label indicated absolute freedom from that impurity, but an analysis showed that a compound of iron is present.

Drugs: Aconite Root, Belladonna Leaves, Cinchona Bark, Red, Hydrastis and Pilocarpus Leaves.—These samples represent the plant drugs as delivered ready for the druggist's use. In each case the package is marked "ground." The Pharmacopœia requires these drugs when used in the manufacture of its preparations to be passed through a No. 60 sieve, except the pilocarpus leaves, which must be a No. 40 powder; but these samples are so coarse that a considerable proportion will not pass through a No. 4 sieve. The term "ground" in milling has an indefinite meaning, and dealers in plant drugs ready for the druggist's use should discard the term and use only the fairly accurate system of the Pharmacopœia, which is based on the number of sieve the powder will pass through. What use a retail druggist could make of such ground drugs is not conceivable to the writer. He certainly could not be guilty of employing them in making pharmacopœial preparations, and their use in pills would be impossible. In operating on large amounts it is frequently necessary to use a fairly coarse powder so as to avoid difficulties, but the writer has never seen such coarsely ground drugs used for the largest operations. It is impossible to exhaust them by the ordinary methods at the disposal of druggists.

Potassium Chloride, C. P.—One sample consisted almost entirely of sodium chloride and the other contained about 10 per cent. of the same salt. When the contractor was informed that the potassium chloride was contaminated with sodium chloride, he wrote back, wishing to know how much sodium chloride it contained. There is no trouble at all in making potassium salts that will not indicate the presence of sodium compound by the flame test, and when an article of C. P. quality is ordered its acceptance or rejection should not depend upon the amount of sodium compound present; the simple fact that it is present should be sufficient.

Potassium Chromate, Neutral C. P., is employed as a delicate indicator in water analysis and should be of good quality. The sample on exhibition is very alkaline, contains chloride and makes a very dirty solution when dissolved in water. Nearly all chemicals contain smaller or larger amounts of material insoluble in water. It seems desirable for chemical manufacturers to exercise more care in this respect.

Potassium Cyanide, 98 Per Cent. Pure, is in many ways the most ingeniously adulterated chemical met with. The sample consists of a mixture of potassium and sodium cyanide, so

diluted with sodium chloride, either added or contained as an impurity of the articles which are used in its manufacture, that an analysis when calculated as potassium cyanide indicates the amount of purity represented by the label. There can be no objection raised to sodium cyanide of mixtures of sodium and potassium cyanide, but a transaction of the above character is certainly not above reproach. Let the articles be labeled what they are, then no one will be deceived or gotten into trouble.

Potassium Sulphuret, C. P., proved to be ordinary liver of sulphur, obtained by fusing together the proper proportion of sulphur and potassium carbonate. The impurities of this compound when judged from a C. P. standpoint, are naturally many. This sample contains chlorides, sulphates, thiosulphates, polysulphides and carbonates.

Sodium Benzoate, U. S. P., like most chemicals of this name, does not comply with the required standard. It contains chlorides.

Sodium Hyposulphite, C. P. and Commercial.—The commer-



F. LAMSON SCRIBNER,
Special Agent in Charge of the Exhibit of the Bureau of Plant Industry,
Government Building.

cial article, at 2 cents per pound, is superior to the C. P. product in every respect. The C. P. chemical is contaminated with iron and has a very inferior physical appearance.

Sodium Sulphite, C. P. and Commercial.—An extended investigation showed that the C. P. chemical is inferior to the cheaper commercial article so far as the presence of sulphite is concerned, but the recrystallized product usually gives a better aqueous solution. The probable reason for this is that the more the sulphite is handled the greater is the degree of oxidation into sulphate.

Tartaric Acid, C. P.—Off in physical appearance and is contaminated with a lead salt. This is an extremely poor product and it looks as if gross carelessness existed somewhere, because no manufacturer would knowingly send out such an article, except for use in the arts.

Uranium Acetate, C. P.—The quality of the uranium salts so far as examined is certainly far from satisfactory. The sample on exhibit, according to the best method of analysis, contains about 50 per cent. of sodium acetate.

The Uranium Chloride delivered on an order calling for a C. P. article, is contaminated with a salt of copper and contains 33 per cent. of sodium sulphate calculated on the anhydrous basis.

THE BUREAU OF PLANT INDUSTRY.

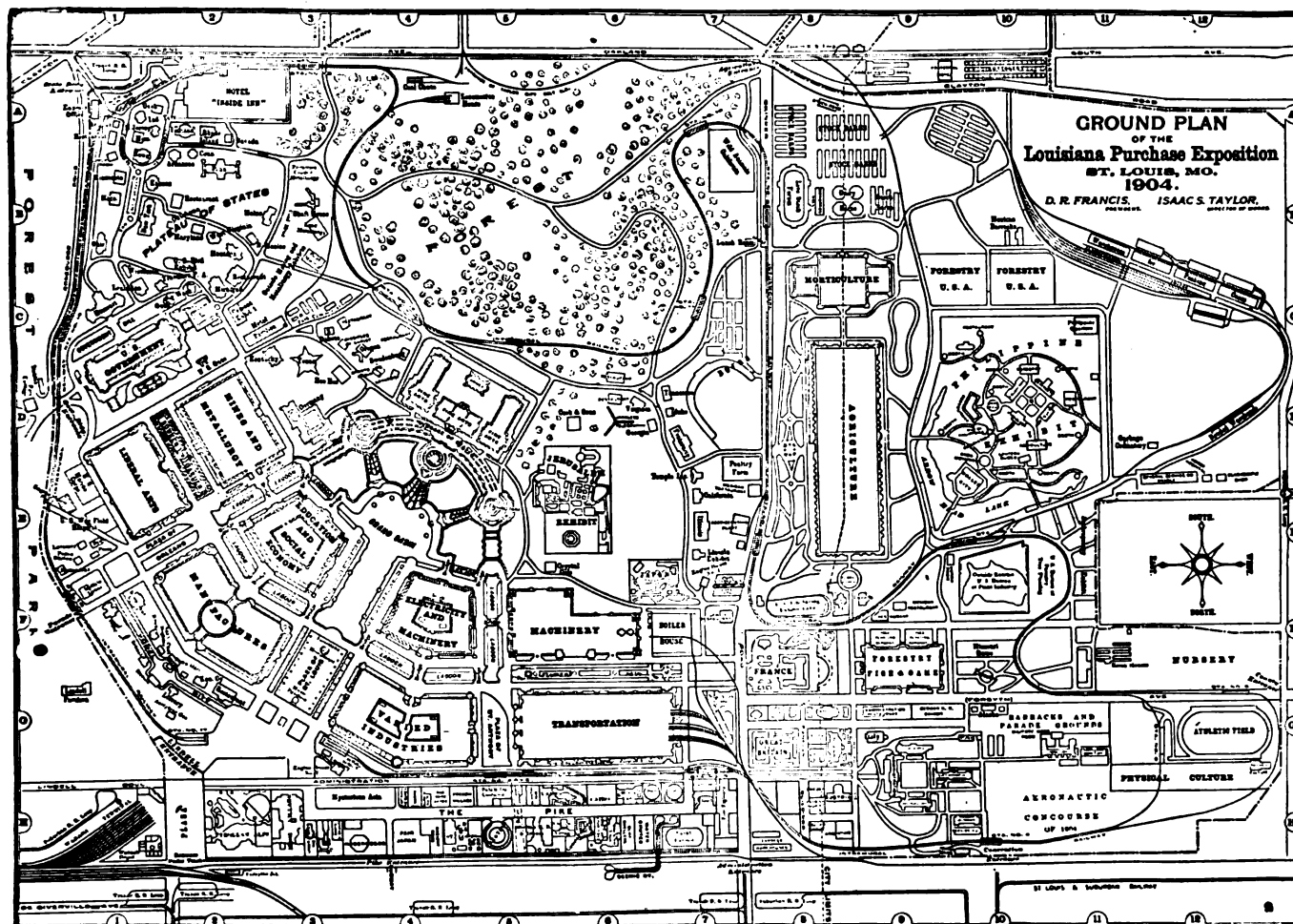
F. Lamson Scribner, agrostologist to the Department of Agriculture, who is in charge of the display of the Bureau of Plant Industry, is an enthusiast in his work, and brings to bear a large and varied experience, including two years' sojourn in the Philippine Islands, where he was engaged in a study of the local flora for the Department. Mr. Scribner will be pleased

to welcome all pharmacists who are interested in the botanical aspects of their calling, and to point out to them the many interesting features of the exhibit under his charge. This embraces not only a collection of crude drugs, which will be found near the southwestern entrance of the building, but a large number of growing plants which are used as borders in the out of door exhibit of the Bureau, near Station 7 of the Intramural Railway, and opposite the Philippine reservation. One of these plants is illustrated in this issue. One of the interesting features of the exhibit of this Bureau is a large terrestrial globe, on which are traced the routes of the several botanical and entomological explorers who have been sent out from time to time by the Agricultural Department. Some of these have

The Palace of Mines and Metallurgy.

All through this building will be found occasional exhibits of mineral waters, particularly in the corner sections, and since some of the mineral waters, notably Apollinaris, are shown in the Agricultural Building, it seemed to be a matter of regret that some effort had not been made to consolidate these displays. Portugal, Block No. 23, and the Argentine Republic also show mineral waters.

In Block No. 21 the Solvay Process Company show in a most interesting and graphic manner the entire process of working salt brine and the results of this operation. All the crude material entering into the operations is shown, and each step is illustrated by specimens of the products.



made the circuit of the globe several times, in carrying on special lines of investigation for the Department.

The Fisheries Building.

To the South of the Government Building is the Government Fisheries Building, in which are shown all the various methods of catching fish in use in the waters of the United States, on a commercial scale; in fact, the exhibit goes further, embracing handsome specimens of the trout rods, salmon and grilse rods, flies, &c. In the several pools which are located in the courts of this building are found seals and various fishes, including a number of salt water fish, some of the pools being kept filled with sea water. The only item of special interest to pharmacists here is the very excellent model showing the methods of sponge fishing, which is located near the center of the building and on the westerly side. Those who are particularly interested in fish oils will also find, on the easterly side, a number of cases containing collections of various fish oils, including the different varieties of cod liver oil.

In the Oregon exhibit will be found several bales of cascara bark and of Oregon grape roots. (*Berberis nervosa* Pursh.)

HUNYADI JANOS EXHIBIT.

In the Mines and Metallurgy Building, Block No. 23, aisle B, is a large bottle, being a fac-simile of the world-famed bottle and label of this celebrated Hungarian aperient water, standing 30 feet high. At this exhibit the Hunyadi Janos people are giving away a number of catchy souvenirs, among them being an illuminated card showing a dancing girl wearing an apron, the color of which changes with the weather, thus making a unique barometer.

A curious wicker work basket used in the transportation of tin ores in Ceylon and Siam, will arrest the attention of a sightseer passing Section 23.

While pharmacists are supposed to be more interested in curing than killing, there is sufficient of the original savage left in most pharmacists to cause them to take at least a cursory interest in the display of guns and the model of a modern turret or great battle ship which forms the central feature of the display of the Bethlehem Steel Company in Block 32.

Texas shows crude oil and its products in Block 63, and also exhibits 1200 pounds of mercury, together with the various

ores found in that State, from which mercury is extracted.

Pharmacists who have kept in touch with the radium craze will be interested in seeing uraninite, a pitch blende which is said to be richer in radium than any other specimen yet found. This is shown near the center of Block 71, in the Colorado exhibit. In a case on the southerly side of this exhibit is also shown a sample of carnotite, a double vanadate of uraninite and potassium, together with a specimen of radium extracted from it, with an autograph letter from Sir William Crooks.

The Canadian exhibit in this division, Block 64, includes magnesite, containing as high as 95 per cent. Mg. Co., a very handsome specimen of talc-zinc blende, and antimony ore is shown, as well as the largest crystal of mica on record, 7 feet in length. Cinnibar from British Columbia, and molybdenite from Ontario, are also shown in this collection.

The Palace of Education.

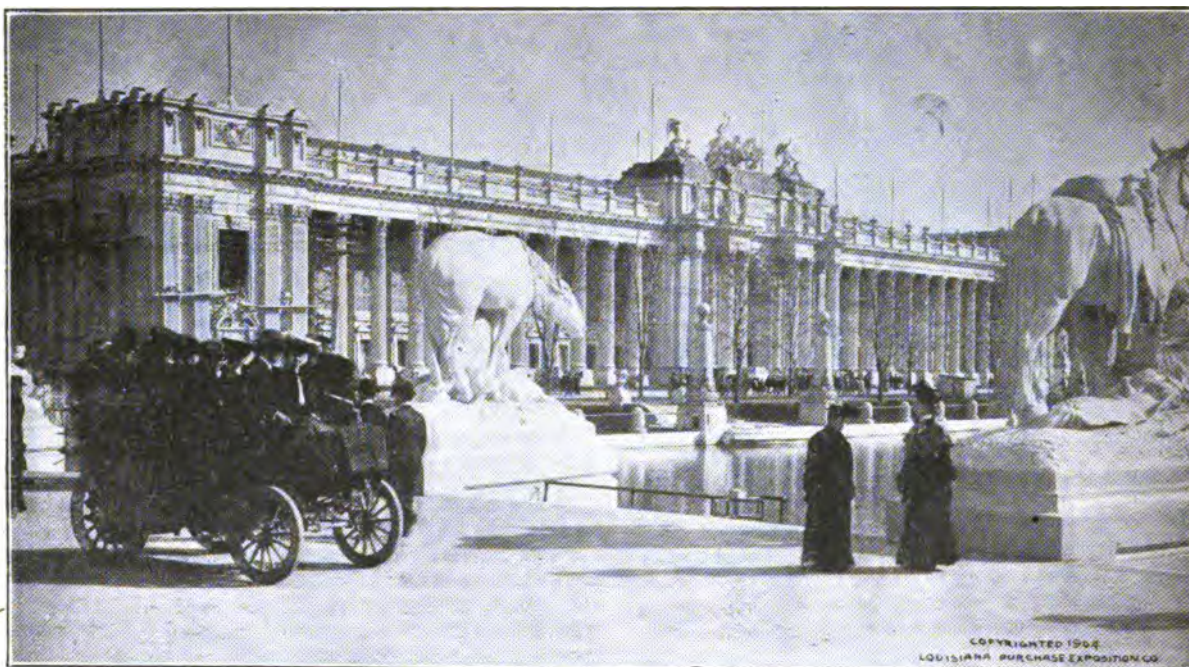
Entering the Palace of Education and Social Economy, the familiar name of the H. K. Mulford Company greets the phar-

mae southeast corner, a photograph of the school and of the botanical garden, together with various theses submitted by students. Another interesting feature of this French exhibit is a collection of books, among which is a history of "Pharmacy Centralé de France," which is, however, so jealously guarded as to be practically inaccessible.

The New York College exhibit will be found occupying two units in the New York State exhibit in this building.

THE CAUSE OF HAY FEVER.

Among the most interesting exhibits contained in the German section of the Educational Building is that of the State Hygienic Institute in Hamburg, containing specimens of the various substances which excite hay fever, and a collection of 16 plants that cause hay fever, as follows: Reed grass, thistles, lily of the valley, rice, segge rye, quick grass, meadow grass, fox-tail of the meadows, solidago memorialis, solidago odorata, Indian corn, ambrosia artemisiifolia, and ambrosia Trifida. Illustrations are also shown of the effect of the toxin on the eye



The Palace of Education, with Glimpses of the Lagoon in the Foreground.

macist, this firm having a very artistic display, embracing views illustrating the process of manufacture of curative sera and biological products of all kinds. The display also includes a number of capsuloids, compressed tablets and other pharmaceutical products, but by no means embracing a full line, the main interest centering in the biological products, which are presumably entered here as having to do with public hygiene.

Almost immediately across the aisle to the west of the Mulford exhibit is shown a model of the method pursued in the manufacture of biological products by the Imperial Hygiene Laboratory of Tokio. All the southwestern corner of the Palace of Education is devoted to illustrations of defective and special lines of education, the possible interest in which lies in its relation to sociological problems. In the extreme southeastern corner of this building will be found the educational display made by the various universities, and among these will be found some exhibits which are of particular interest to pharmacists, though the pharmaceutical, as such, play but little role in the Exposition. The only foreign schools of pharmacy represented, so far as we were able to learn, are the school of Montpellier, in France, which exhibits some views and books in the French section, located in the eastern-central section of the building, and the school at Rennes, which shows, in the ex-

and various other data concerning the work of Professor Dunbar, the chief of the institute, whose work on hay fever has resulted in the preparation of polantin.

Palace of Varied Industries.

Throughout the Palace of Varied Industries will be found displays which will interest the druggist as a person endowed with curiosity if not merely as a pharmacist.

In Block 57, near the center of this exhibit, is a joint display of six Bulgarian manufacturers of oil of rose. The display in each case consists of specimens of the oil contained in the original glass bottles and other specimens, contained in cut glass bottles, each exhibit having a showcase in the form of a niche in the base of what appears to be a mass of rock rising some 30 feet above the level of the floor. This mass of rock serves as a base for two figures, one of which represents a Turk and the other a Bulgarian, engaged in combat, illustrating the Bulgarian War for Independence from the rule of Turkey in 1877.

The exhibitors are the Societe Producteur Bulgare, Ch. Djidjeff & N. Zoeff, of Karlovo; M. S. Stefanoff, of Philipope and Klissoma, and Botu Pappozoglou & Co., Christo Christoff and Shipkoff & Co., of Kazanlik.

The Bulgarian Government maintains a fountain of rose

water, which flows out of the mass of rock on which the figures stand and falls into a basin beneath.

M. Stancioff, the Commissioner from Bulgaria, will be pleased to extend special courtesies to pharmacists who make themselves known as such, and to introduce them to such of the exhibitors as happen to be present. M. S. Stefanoff and Djidjeff & Zoeff both desire to secure American representatives, and M. Stancioff will be pleased to correspond with any one in a position to undertake an American agency to advantage.

In addition to his exhibit in the base of the statue, M. Stefanoff has an exhibit in a showcase, and shows there one bottle of a special high grade of green oil, which is probably the most expensive rose oil ever shown in America, as the single kilo shown cost about \$400. It is hardly necessary to say, however, that this is not the regular commercial article which Mr. Stefanoff desires to place on the American market. It was made by him more with the view to determine the possibilities in the manufacture of a very select oil rather than as a commercial venture.

THE AMERICAN SODA FOUNTAIN COMPANY.

At the junction of Fourth and F and Fifth and F streets in the building of Varied Industries will be found a display of American Soda Fountain Company, embracing 11 distinct fountain installations with all the latest and most complete appliances and apparatus. These fountains are shown as an exhibit and for the inspection of dispensers. The company has not utilized them for dispensing soda fountains, believing that the best interest would be served by showing the fountains not in operation. As they are now shown any interested visitor can see the entire work and the parts of the fountain, and the attendants will cheerfully give all needed information in connection with the fountains shown.

THE HISTORY OF PLAYING CARDS.

The United States Playing Card Company make an exhibit in Block 46 of the Palace of Varied Industries which will interest every one who takes the trouble to look into it. The special feature of interest in this exhibit consists in the historical collection made by Curlew, and purchased by the company. This collection embraces the most complete set of playing cards in existence, including some which date back to the fourteenth century, and covering practically every country in which cards are played. These cards are mounted on wing frames, and arranged chronologically, so that by beginning at the left and following up the exhibit the entire history of playing cards is illustrated. In addition there is also shown a number of historical works on cards and card playing.

F. Weber & Co. show a collection of artists' supplies in Block 46, east of the main entrance, and to the left of door No. 44.

The Palace of Electricity and Machinery.

In this age of electricity there is naturally much that is new and interesting to every one in the special home of electricity and machinery; for the pharmacist, however, the particular interest in this building centers in the really remarkable collective exhibit of chemistry made under the direction of the Prussian Board of Education, which is located near the southeastern entrance of the building. The ground plan of this exhibit, together with the detailed description, written by Dr. Otto Zwingenberger, is given elsewhere. Probably no single feature of the Exposition will impress the thinking pharmacist more than the care, the foresight, the skill and the effectiveness with which the Germans have prepared their exhibits. In addition to the collective exhibit made to illustrate the present condition of theoretical and applied chemistry in the German Empire it has a collective educational exhibit in the Palace of Education, which embraces a most instructive collection of displays illustrating the status of medicine and medical teaching. The German Government has also arranged for a collective display of scientific exhibits, to which teachers, individual inventors and manufacturers have all contributed, so as to make this exhibit truly representative of the really high standards which prevail in that country. It is somewhat of a question whether the pharmacist will be most impressed with

these particular features or with the really admirable group of exhibits of pharmacy, chemistry and the allied arts which are made by Great Britain in the Liberal Arts Building. While the purely educational are the features pre-eminent in the German exhibits, the individual exhibits of pharmaceutical manufacturers in the British sections are such as to impress the sightseer forcibly with the resources, the capacity and the enterprise of the British pharmaceutical manufacturers. The American pharmacists cannot but be impressed with the comparative paucity of the exhibit of American pharmacists and chemists, only two of whom, so far as we can recall, are represented at all, and to these two—Mulford & Co. and William R. Warner & Co.—all credit should be given for their enterprise. In view of the acknowledged excellence of American pharmaceutical products, the failure of our manufacturers to adequately present this aspect of American industry to visitors to the Exposition is all the more regrettable. The visitor from abroad is insensibly led to believe that since we show nothing we have nothing to show, and at least one visitor, from Buenos Ayres, made the comment that the Exposition seemed to him to be rather an exhibition of foreign manufactures in the United States than an American exposition.

To the left of the main entrance of the Electricity Building will be found an installation of the Marconi system, and near the door to the central court the wireless telephone installation also attracts much attention.

The Federal Electric Company makes a specialty of electric signs for drug stores, as shown in Section No. 36 of the Palace of Electricity, which is near the wall, and faces aisle G. Many of the electric lighting companies make special deals with pharmacists which enable them to have one of these signs at practically no cost.

Several manufacturers of electro-therapeutical appliances have booths in Block No. 4, including M. Scheidel & Co., of Chicago, and Kny, Scherer Company of New York, who show an oculist's electro-magnet, in connection with various other exhibits.

(Written for the American Druggist.)

THE COLLECTIVE CHEMICAL EXHIBIT OF GERMANY.

By DR. OTTO ZWINGENBERGER,

Secretary of the Chemical Exhibit in Charge.

While the chemical industries were well represented by individual exhibits of manufacturers at Chicago in 1893 and at Paris in 1900 no systematic effort was made at either of these expositions to present a collective exhibit illustrating the scientific aspects of chemistry. At the St. Louis Exposition, however, wholly different methods have been pursued. The Royal Prussian Board of Education took the initiative and invited the co-operation of the large chemical manufacturers, the various chemical and chemico-technical societies of the teachers of chemistry in the organization of a commission to be charged with the preparation of a representative collective exhibit illustrating the effective co-operation between pure and applied chemistry, which has accomplished so much in Germany. This commission embraced representatives of the Deutsche Chemische Gesellschaft, the Verein zur Wahrung der Interessen der Chemischen Industrie Deutschlands, the Verein Deutscher Chemiker, the Deutsche Bunsengesellschaft, the Royal Prussian Board of Education, and manufacturers of apparatus. The post of general secretary to this commission was accepted by Dr. C. Harries, now professor of chemistry at the University of Kiel, and it is to his ability and untiring efforts that we are indebted for the really representative exhibit shown.

Thirty-nine manufacturers of chemicals, 25 manufacturers of chemical apparatus and 117 individual professors and instructors have contributed toward the exhibit, while many manufacturers of machinery, &c., have freely contributed their most expensive machines and apparatus toward making the display representative of the best in German chemistry.

This exhibit, which is located in block 35 in the northeastern corner of the Palace of Electricity (see ground plan herewith), contains much that will interest chemists and pharmacists, all of whom are cordially invited to not only visit the

exhibition, but to make themselves known as chemists in order that they may be shown special attention.

The main entrances to this exhibit, which are to the right of the main southeasterly entrance of the Palace of Electricity, lead into a spacious reading room, illustrated below, where the current issues of the various German chemical journals will be found on the tables. Two handsome cases in this room contain a collection of German alchemical works of great his-

and clumsy stills which were used by these forefathers of German chemistry to whom we are indebted for the discovery of the methods of making gunpowder, porcelain, phosphorus and fuming sulphuric acid, and whose studies laid the foundation of our latter-day chemistry. It was with such apparatus as is here shown that Glauber, Böttger, Kunkel and Scheele worked. The pieces of ore shown in the front part of the alchemist's laboratory and in the furnace are from one of the oldest mines



Reading Room.

Alchemist's Laboratory of the Sixteenth Century.

Liebig's Laboratory at Giessen, 1835.

Electro-Chemical Laboratory Table.

Double Work Bench for Inorganic Analysis.

VIEWS IN THE GERMAN CHEMICAL EXHIBIT, PALACE OF ELECTRICITY.

torical interest, some dating as far back as 1570, and of German works representing the present condition of chemical science.

Busts of Liebig, Wöhler, Mitscherlich, Rose, A. W. von Hofmann and of Kekulé, loaned for the occasion by the Chemical Institute of Berlin, the Hofmann House of Berlin and by August Gerber, the sculptor, serve as decorations for the reading room.

HISTORICAL ASPECTS OF THE EXHIBIT.

To the left of this reading room is the laboratory of an alchemist of the sixteenth century, showing the crude alembics

in Germany, at Freiburg, Saxony, which we know to have been operated at least as early as the Middle Ages.

LIEBIG'S LABORATORY.

In any exhibit illustrating the development of chemical science the work of Justus von Liebig must have a distinguished place, and it is, therefore, fitting that a reproduction of Liebig's analytical laboratory at Giessen (1835) should form a contrasting picture opposite the laboratory of the alchemist and serve to introduce modern chemistry. It was with the somewhat primitive appliances (some being the originals and



Dr. Otto Zwingenberger.

some replicas) and in the modest laboratory reproduced here that Liebig and his students and fellow-workers laid the foundations for modern technical chemistry. On the walls of this laboratory are shown a very interesting collection of the original organic preparations made by Liebig, Wöhler, Ellhard, Mitscherlich, Hofmann and Kekulé, including the results of the investigations relating to the constitution of benzoic acid and its decomposition products. These exhibits include the original specimens of alloxanthin, creatin, murexid, brucine and atropine prepared by Liebig himself, of synthetic uria prepared by Wöhler, of benzoic acid and half a dozen of its denoitates made by Liebig and Wöhler working jointly, and many other almost equally interesting specimens, a list of which will be found in the catalogue of the exhibit. As great

THE ANALYSIS OF GASES.

The remainder of the exhibit is devoted to illustrating the existing conditions in pure and applied chemistry, the first exhibit showing the modern apparatus and methods for the analysis of gas. This exhibit (section iv) embraces the gas burettes of Clemens Winkler and with temperature and barometric connections of Walter Hempel, the calorimeters of Fred Fischer and some new apparatus of Wohl.

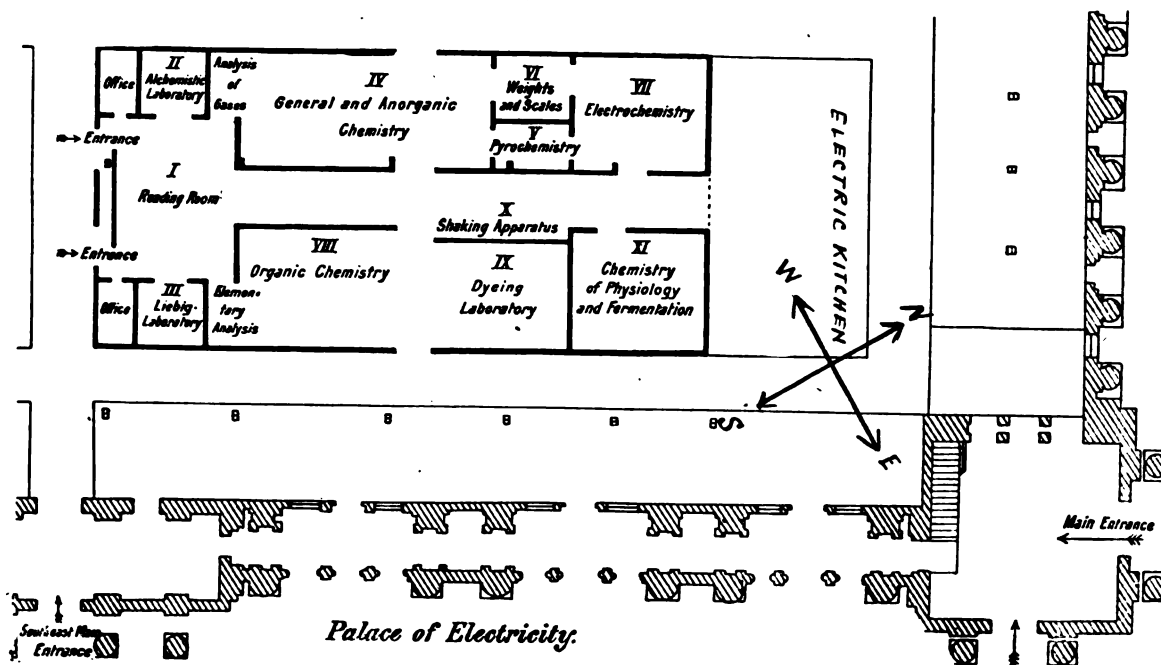
Some very delicate and finely adjusted apparatus is also shown here, by Dr. H. Göckel (cases vii and viii), for measuring the volume of liquids and gases and for the determination of specific gravities.

The double desk for inorganic analysis (see illustration page 162) is a model of the tables in use in the first chemical university laboratory in Berlin. The table is provided with gas and water connections, while one pipe is connected with a vacuum pump. Besides this, there are water suction pumps, too. The reagent stand is divided so as to limit the danger from possible explosion or fire to one side of the table. This desk has an outfit for both qualitative and quantitative analysis. All the apparatus on the desk is exhibited by the Vereinigte Fabriken für Laboratoriumsbedarf of Berlin (Associated Manufacturers of Laboratory Outfits).

The apparatus devised by Dr. Stock of Berlin for working with liquefied gases is also shown here. The historical development of the apparatus for determining the density of vapors according to Victor Meyer is illustrated by a collection here which arouses much interest. Dr. Wallach of Göttingen, Prof. H. Diltz of Kiel and Dr. W. Biltz of Göttingen, made this fine display, which contains much of the original apparatus used by Victor Meyer himself. In close connection with this exhibit is shown the original apparatus of Prof. Pfeffer of Leipzig for the determination of the osmotic pressure and that of Prof. E. Beckmann of Leipzig, for the determination of molecular weight under various conditions. There are further gas burners of an improved construction, by Professor Erdmann of Charlottenburg; a microbalance, by Professor Krust of Göttingen, and electrical furnaces and quartz vessels, by Heraeus of Hanau.

THE NEW THERMITE WELDING PROCESS.

The thermite process for welding and casting, devised by



German Chemical Exhibit, Palace of Electricity.

as is the improvement in the character of the apparatus shown here when contrasted with that of the alchemist, close observation will show how much better off is the chemist to-day than were the masters of the early portion of the nineteenth century.

Dr. Hans Goldschmidt, is represented by chemicals and models. A new field is opened in inorganic chemistry by using either very high or very low temperatures. This field of work is well represented by the electrical furnaces of Borchers, the operations which use liquid ammonia as a solvent, according

to Dr. Stock of Berlin, and the synthesis of certain natural iron hydrates by using high pressure, according to Ruff of Berlin. The wonderful results obtained in the study of contact substances is illustrated by the model of the first sulphuric acid anhydride factory, according to Clemens Winklers, by the contact method, the Royal Saxon Smelting Works near Freiberg in 1879.

Professor Meyerhoffer of Berlin illustrates his studies of the law of the effect of mass and the theory of chemical equilibrium by models and drawings.

An apparatus for spectral analysis, with many improvements, by E. Beckmann, Leipzig, is in operation in the exhibit and will be of great interest to chemists and pharmacists.

An elaborate collection of inorganic preparations includes, besides many technical preparations, some original preparations of germanium, by Clemens Winkler, and a number of new and interesting preparations made by other professors of German institutes.

In the Weighing Room the firm of F. Sartorius of Göttingen exhibits several types of balances used in chemical laboratories. With a load of 200 Gms. they are sensitive to 11-20 milligrammes.

ELECTRO-CHEMISTRY.

The department devoted to electro-chemistry contains the apparatus for electro-chemical work by Kohlrausch and Ostwald. Besides this there are shown exhibits of Prof. Nunst of Göttingen, Elbs of Giessen, Classen of Aschen and Drorde of Giessen. A display of the lecture apparatus for the demonstration of electro-chemical experiments and laws, according to Lüpke of Berlin, is given by Prof. Nunst and the Vereinigte Fabriken für Laboratoriumsbedarf of Berlin, Köhler and Martini and Drs. Peters and Rost of Berlin.

Our knowledge of the properties and effect of ozone has been extended by Professor Harries of Kiel, the general secretary, and we see here a model of the Siemens' ozone apparatus used by him in this department of study. A case with nearly 100 inorganic and organic preparations obtained in an electro-chemical way deserves mention in this connection.

ORGANIC CHEMISTRY.

In the department of organic chemistry we find a similar desk to that shown in the inorganic section (see figure on page 162). On both sides of the desk is electrical apparatus for use in stirring and shaking. The two desks are manufactured by E. A. Lentz of Berlin N. The outfit of apparatus for organic preparation work is from the Vereinigte Fabriken für Laboratoriumsbedarf of Berlin and E. A. Lentz of Berlin.

In the department of organic elementary analysis Professor Dennstedt of Hamburg exhibits a new method, W. C. Heraeus of Hanau shows an electrical furnace and P. Altmann of Berlin exhibits a beautiful general furnace. In the double digestion hoods several apparatus for distillation are located.

Prof. E. Fischer and Prof. C. Harries show an apparatus for vacuum distillation under very low pressure, an operation which is very important for both scientific and technical purposes. On the same table there is another collection for the same purpose, devised by Professor Anschütz of Bonn.

Professor Engler of Karlsruhe, and Professor Holde of Berlin, have arranged an exhibit of apparatus for the investigation of petroleum. A fine collection of drying cases, steam-heated funnels, steam superheater, &c., from Vereinigte Fabriken für Laboratoriumsbedarf is located in the cases near the desk.

The photographic developers and coloring materials for three-color photography, dyestuffs for color photography and collodium shown will be interesting to many visitors. Teachers of chemistry may compare the old constitutional models used by Kekulé himself with the new ones devised by Kekulé, Jacobson, Engler, and others.

CLASSIFIED EXHIBIT OF ORGANIC CHEMICALS.

The most interesting part of the exhibit of organic chemistry is the collection of more than 2500 preparations, arranged as nearly as possible according to scientific principles. Beginning with hydrocarbons, the series includes members of both the fatty and aromatic series.

SYNTHETIC CHEMISTRY.

The successes of A. W. von Hofmann in the field of coal tar dyestuffs, the establishment of the formula of benzol by Kekulé, the synthesis of indigo by Engler and of alizarine by Gräbe and Liebermann brought synthetic chemistry to a high plane. The path of research did not stop here, but turned to other problems. The synthesis of sugar by E. Fischer of Berlin, of uric acid, xanthin, theobromine, and caffeine by E. Fischer, Robert Behrend of Hanover and William Traube of Berlin brought new successes, completed by the synthesis of terpenes, camphors, &c., by Wallach of Göttingen, Bredt of Aachen and Beckmann of Leipzig. The synthesis of the complicated alkaloids of conins by Ladenburg of Breslau, nicotine by Pinner of Berlin, of morphine and theobain by vongerichten of Jena, Knorr of Jena, Pschorr of Berlin and Freund of Frankfurt-a-M., of quinine by Miller and Rhode, are illustrated by original preparations. These works form pages of glory in the history of German chemistry and excite the greatest admiration for the discoverers.

THE CHEMISTRY OF ALBUMEN

is represented by preparations made by E. Fischer, of coloring matters in the blood by preparations of William Küsher and of the digestive juices by preparations of several exhibitors. These physiological preparations and the demonstrations of fermentation are located in an extra section with several apparatus and laboratory tables for fermentation, arranged according to Delbrück of Berlin, and Lindner of Berlin.

Finally we see there some interesting apparatus of Prof. Edward Buchner of Berlin, which he used for experiments confirming the theory that the fermentation of yeast is a purely chemical process.

THE TECHNICAL EXHIBIT.

In addition to the purely educational features of the exhibit there are shown, through the courtesy of the several manufacturers, a complete line of pharmaceutical chemicals, including not only alkaloids, glucosides and neutral principles, but also the various synthetic products, the manufacture of which has been so peculiarly the province of the German chemist.

The Palace of Agriculture.

In the extreme northwestern section of the grounds, situated in a commanding position on the crest of a hill, is located the vast building which houses this exhibit, classed as agricultural. When one bears in mind that this single building covers 21 acres of ground and that the sightseer can walk for 9 miles through its aisles without once traversing his steps, one comes to some realization of the difficulties which confront the person seeking to find in this vast building the comparatively few articles which interest the retail drug trade. The main entrance to the building is from the north, and in ascending the



Citronella Oil Distillery in Center of Field of Citronella, near Point de Galle, Ceylon.

hill on which it is located the visitor has an opportunity to observe close at hand the flora clock, which is one of the wonders of the exhibition; each of the hands of the clock weighs a



PETER DE ABREW,

Commercial Commissioner from Ceylon, in Charge of Ceylonese Exhibit, Agricultural Building.

ton, and the face of the clock has a diameter of 100 feet, being the largest clock dial in existence.

Under the classification of agriculture there is introduced much that at first sight seem scarcely to be agricultural products, but the difficulty of having thoroughly satisfactory and, at the same time, logical classification is borne in upon one when the vast scope, number and variety of the exhibits are seen.

The aisles running lengthwise of the building are given letters, those running crosswise figures; above each of the blocks formed by the intersection of these aisles hangs a block number. In the Japanese Section of the Department of Agriculture there is also shown Japanese peppermint oil and Japanese menthol, both bearing the Government guarantee as to purity.

GROWING GINSENG.

Just opposite the Japanese exhibit, on the main aisle, is an exhibit of living ginseng plants grown in the State of Kentucky by a dealer interested in the sale of the seed. Another ginseng display is made by the Ozark Ginseng Company in the shed just back of the Horticultural Building.

A most complete and well ordered display is made by Ceylon in the central portion of the Agricultural Building, and pharmacists will find that the Commercial Commissioner in charge, Peter De Abrew, is not only well posted regarding the products exhibited, but is most enthusiastic in his efforts to enlarge the field of Ceylonese commerce. The exhibit is admirably arranged, and pharmacists should not fail to present their cards to Mr. De Abrew, who is gentleman of culture, as well as of executive ability.

THE TWENTIETH CENTURY SODA FOUNTAIN.

On Aisle B, Block 89, in the Agricultural Building, the Twentieth Century soda fountain of the L. A. Becker Company, of Chicago, is shown in full blast, and judging from the number of people who avail themselves of the opportunity of quenching their thirst there, the results, so far as the general public is concerned, are entirely satisfactory. The manufacturer extends a cordial invitation to all pharmacists to make themselves known, so that they may be extended every courtesy and given every opportunity to investigate the actual workings of the fountain. In conjunction with this fountain the J. Hungerford Smith Company, of Rochester, makes an exhibit, facing Aisle 11.

Opposite the display of the Twentieth Century fountain is the booth showing Horlick's malted milk. Here, too, the drug-



Display of the L. A. Becker Twentieth Century Fountain. Block No 89, Agricultural Building.

gist will be extended special courtesies on making himself known. This product is so well and favorably known that it is difficult to say anything new of it.

THE BORDEN EXHIBIT.

In Block 66 of the Agricultural Building, which is only a few blocks south of the Becker soda fountain, the Borden's Condensed Milk Company shows Borden's Malted Milk and its old and well-known Eagle Brand Condensed Milk. Besides this it also exhibits Borden's Peerless Brand of Evaporated Cream and other products, which have been long and favorably known to the drug trade. The central feature of the display consists of a pyramid showing the various sized packages of the preparations manufactured by the Borden's Condensed Milk Company. This pyramid, which is 10 feet in height and about 10 feet in diameter, is incased in plate glass and revolves continuously, so as to show every package to the best advantage. This case is surrounded by a handsome pavilion in white and gold, with counters, at which dainty glasses of ice cold Borden's Malted Milk are dispensed to interested visitors. The attendants at the booth also distribute very pretty little shopping bags bearing the advertisement of the Borden's Condensed Milk Company and handsome lithographed pasteboard fans. Some idea of the popularity of this booth is shown by the fact that some 3,000 fans are distributed daily. It is interesting to observe the number of visitors who, on seeing this exhibit, say with a tone of relief, "Oh, this is Borden's!" as if they were overjoyed to, at last, see something familiar.

The National Association of State Dairy and Food Departments makes an exhibit of adulterated food which is interesting and a little bit suggestive of the special animus of the exhibitors toward the use of alum in baking powders.

On aisle D, Block 73, practically in the center of the Agricultural Building, is located the exhibit of the Liquid Carbonic Company, in the form of a fountain some 40 feet in length, finished in onyx, with Flemish oak trimmings. This fountain is in active operation, the manufacturer believing that no better exhibit could be made than to have the sightseer view the fountain while in operation. Harry C. Rope, in charge of the exhibit, will be pleased to extend the courtesies of the house to pharmaceutical visitors.

The cottonseed products of the American Cotton Oil Company, and the cottolene of N. K. Fairbanks & Co., are demonstrated at Block 75, and the passerby is invited to try specimens of buns, etc., in which these products are used.

The Eskay Food Baby is the most striking and attractive feature of the Eskay Food exhibit in the Agricultural Building. The baby takes protean forms, and varies in age from three months to three years, but the general appearance of being well nourished which is presented in all the photographs indicates that Eskay's Food is quite the proper thing for the baby. However, Eskay's Food is so well known to druggists that the booth, while attractive and interesting, will, to the average pharmacist, afford nothing new.

The California State exhibit, in Section 84, contains a number of specimens of California olive oil and a very handsome display of California wines.

Gleason's fruit juices are dispensed at Booth 87, in the Agricultural Building, and, as is the case wherever any liquid is dispensed on the grounds, the booth is very popular.

Baker's chocolate is shown in a booth in Section 103, where demonstrations are given daily of the best methods of preparing chocolate and dishes containing chocolate.

In Block 107 the Siamese Government shows cardamoms,

various kinds of peppers and specimens of teel seed, from which is manufactured an oil which is consumed very largely locally for culinary purposes.

The collective exhibit of the German Agricultural Experiment Stations, located in Block 117 of the Agricultural Building, while not of special pharmaceutical interest, will be of value to any one who cares for analytical chemistry. In the same section is an exhibit of German East Africa which includes several forms of crude rubber, areca and beetle nuts, beeswax, cinnamon, wild vanilla and tamarind fruit. A number of dyestuffs are also shown here, including orchil and arnatto.



The Borden Exhibit, Block 66, Palace of Agriculture.

Carbonell & Co., Cordova, Spain, exhibit at Block 121 Spanish olive oil of guaranteed purity, and show statistics to the effect that this firm alone exported over a million gallons of pure olive oil to Italy last year, and to France over half a million. When it is borne in mind that these figures represent the export of only one Spanish producer of olive oil, it can readily be seen that a very large proportion of the olive oil that reaches us, either pure or adulterated with cotton seed oil, from Italy must come originally from Spain. Spanish oil has never yet been placed on the American market, and this firm has

taken the opportunity of endeavoring to introduce it here, so that the American consumer may be able to save the cost involved by intermediate handling.

Mr. Mandel also has charge of the exhibit of M. Fernanedz, of Xeres, Spain, and shows a number of very fine specimens both of sherry and sherry brandy. Mr. Mandel states that when Lincoln was assassinated Fernandez & Co. set aside 4,000 casks of sherry, which they are now for the first time placing on the American market, under the name of Lincoln sherry. We learn that they have on exhibition authentic specimens of sherry of the vintage of 1709 and of 1809. So far the editorial palate was concerned the sherry of 1865 was decidedly to be preferred to that of 1709. Mr. Mandel also shows the brandies of Fernando A. De Terry & Co., of Port St. Mary's, Spain.

The Japanese Government conducts several industries through its "Bureau of Monopolies," among these being the manufacture of camphor, of the monopoly of which Japan was made practically secure by the annexation of Formosa, after the Chino-Japanese War. In Block 126, Aisle 14, near the north-western end of the building, the Japanese Bureau of Monopolies makes a display of crude and refined camphor oil, and of saffron, bearing the label, "Saffron or Sp. G. 1,108 Ferosa and Government, made in Japan," the Government thus guaranteeing the quality of the product.

APOLLINARIS.

In the German Section, Block, 130, Palace of Agriculture, a special booth is maintained by the Apollinaris Company, where the genuine article is dispensed by attendants who are warranted imported.

Forestry, Fish and Game.

Situated in the northwestern section of the grounds, and west of the French Government Building, is the Forestry Building. Entering this building from the northeast, the first object of even remote pharmaceutical interest which presents itself is the exhibit of New York State, in Block 10, where the chemical products of the forest are shown, including acetate of lime, acetic acid, methyl, alcohol, &c.

One of the most important products of New Jersey, the mosquito, is dealt with in a special exhibit in Block No. 19. The visitor is left to determine for himself whether the mosquito is presented as a specimen of New Jersey game or whether it is shown as a fish. At all events, the life history of the mosquito, as it relates to the conveyance of malarial infection, is shown in a very interesting manner.

The Siamese Government makes an exhibit in Block 17 of stick lac and gum, benzoin, gamboge, and also includes what will be of much more interest, a quaint and curious collection of boats, carts, &c.

Ceylon shows a number of models illustrating life in that island. Various producers also show specimens of Arachchi, Kegalle, Kachcheri and Kaju gum. The most interesting feature of this exhibit is the fact that the Ceylon Chamber of Commerce has prepared a collective exhibit of Ceylonese products, including coconut palm products, areca nuts, myrobalm, croton seed, citronella oil, vanilla, gingelly oil, Mysore and Malabar cardamoms, coconut, gum and oils. A very interesting pamphlet is also distributed in this department, giving a list of drugs indigenous to Ceylon. This pamphlet was prepared by C. Drieberg, B.A., F.H.A.S.

Returning to Aisle 1, pharmacists will find against the northern wall, in Block 28, a collection of crude drugs, shown by the State of North Carolina. This collection, which is accurately labelled, represents every species of drugs which are indigenous to that State. Members of the American Pharmaceutical Association will recognize a portion of this exhibit at least as having been shown at the Asheville meeting of the American Pharmaceutical Association. Proceeding toward the West, the exhibit of Brazil will be found in Block 35. Illustrations of this exhibit appear herewith. Unfortunately the quaint little baskets which are used by the natives for bringing the crude drugs collected by them into the markets are labelled only in the Portuguese, and no effort seems to have been made to affix the proper botanical name. These small baskets are hung all

around the interior of the booth, but on request the attendant will show the contents to any one particularly interested. Through the kindness of Col. A. F. Agula we are able to present to our readers a fairly full list of the crude drugs exhibited.

(Written for the American Druggist.)

THE BRAZILIAN CRUDE DRUG DISPLAY.

By F. A. AGUIAR.

Commissioner from Brazil to the Louisiana Purchase Exposition.

The Brazilian flora comprises a rich variety of important medicinal plants, whose therapeutical properties, of well-known efficacy, have been used by chemists and pharmacists in the manufacture of an enormous number of medicines and preparations.

The use of medicinal plants in Brazil has been known from time immemorial, particularly to the inhabitants in the interior of the country, where this use prevails generally, on account of an absolute lack of physicians and of pharmaceutical re-



Brazilian Display, Block 35, Palace of Forestry, Fish and Game.—Crude Drugs Shown in Foreground.

sources. In these regions medicinal plants and their different parts are used in various ways, either by infusion, decoction or maceration in water, or the juice or tincture is made with rum or strong alcohol, or in the dry is exhausted by maceration in wine or syrup.

The decoction of plants is commonly used for baths, lotions, etc., and as a febrifuge, emollient, astringent, or tonic internally, &c. The extract form is very seldom used. Experiments have been made in Brazil with the greatest care and accuracy to determine the chemical properties of the many indigenous medicinal plants, their physiological and therapeutical action, which has given rise to the production of a large number of pharmaceutical preparations for which the different parts of the plants have been used.

Not having the intention of presenting a complete classification of the medicinal plants of Brazil, describing the families to which they belong, the history of each one of them, their common name, origin, culture, chemical composition, uses, &c., we will give a short enumeration of some of the most important ones from which Brazilian therapeutists have derived the best results, and which are shown in the Brazilian exhibit.

Capillaria, *Adiantum Capillus Veneris*, Linn, *Maidenhair*, *Commercial Capillari*, *Venus hair*, *Avenca*.—The leaves are used as an emollient, diaphoretic and pectoral, and also as a remedy in some kidney diseases. This drug is used in the composition of many pharmaceutical products in the form of an infusion, syrup, tincture or extract.

Avenca-Grande, *Adiantum Trapeziform*, Linn, *Avencao*.—This plant is of commercial value. It is used as a tonic for the hair, giving it luster and prevents it from falling out.

Avenca De Minas, *Cheilantes Radiata*, Br.—Used in the form of a syrup and of an infusion as an excellent pectoral.

Samambaia, *Pteris Aquilina*.—Used in the form of a syrup, in acute or chronic pulmonary affections.

Feto Macho, *Nephrodium Filizmas*, Rich.—This plant is found in large quantities in the Organs Mountains at Rio De Janeiro. The ethereal extract is a powerful tæniifuge.

Sivina, *Polypodium Vaccinifolium*, Lang.—*Silvina* herb,

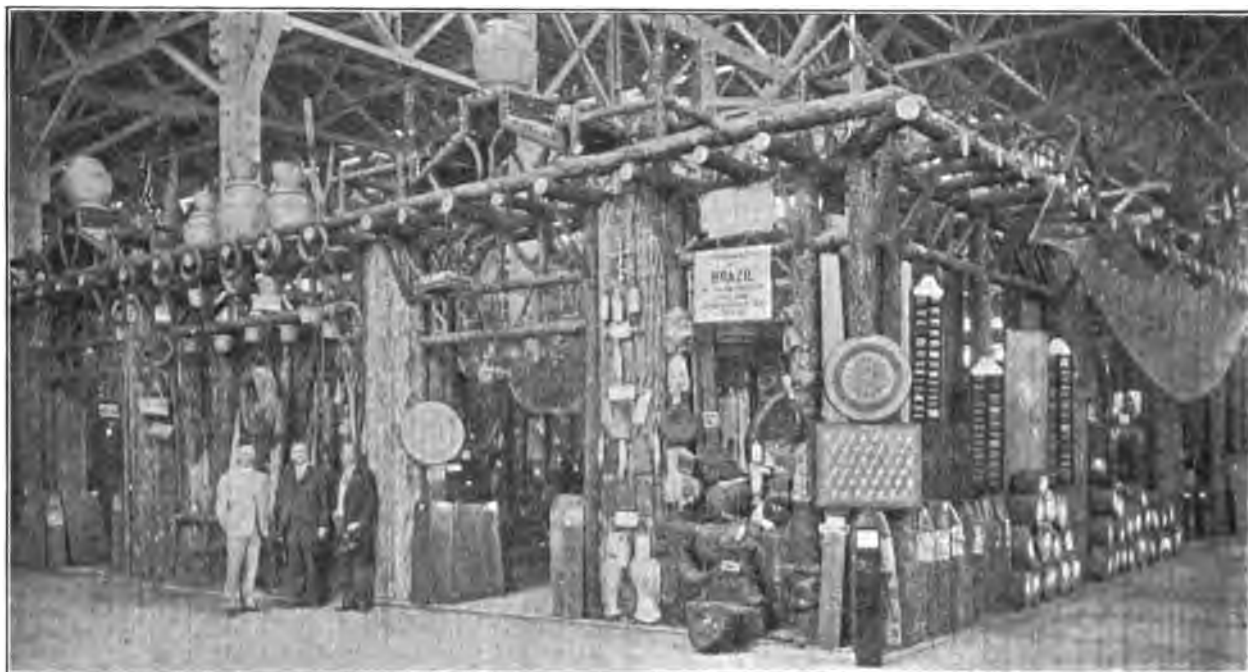
Gilbarbere, *Ruscus Aculeatus*, Linn.—The root of this plant is used to cure dropsy, icterus, chlorosis, scrofulous affections, &c. It is used in the preparation of a popular syrup known as "Xarope Das Cinco Ralises."

Cebola Cecem, *Americillis Vita*, Ta. *Cebola do Matto*.—The bulb is known as an emeto-cathartic and is used in the form of a syrup.

Scilla de Terra, *Pancratium Gisianense*, Ker. *Cebola Brava do Para*.—The bulb is known as a stimulant, emetic, expectorant and diuretic.

Alho do Matto, *Cipura Paludosa*, Asbl. *Cabolinha do Campo*.—The bulbous root, pulverized, is used in the cure of gonorrhœa.

Junquilha do Campo, *Lausbergia Juncifolia*, Klatt. *Junquilha Rhuibarbo do Campo*.—In the states of Minas Geraes and Goyaz it is used as a purgative, in powder form or as a decoction.



Brazilian Display, Block 35, Palace of Forestry, Fish and Game.—The Baskets Contain Various Crude Drugs.

as it is also known—contains an astringent substance very efficacious for the treatment of hemoptysis.

Babosa, *Aloe Barbadensis*, Mill, *Babosa Herb*.—The leaves are used as an emollient and solvent. The mucilaginous part of the leaves when fresh is used locally to prevent the falling out of the hair. The dry extract is used internally for dyspepsia, chronic disease of the brain, congestion of the liver, hydropsia, &c.

Cipoem, *Smilax Papyracea*—Poir *Para Sarsaparilla*.—The roots are used as an anti-syphilitic in syrups, wines, decoctions, alcoholic extracts, &c.

Sarsaparilla of Minas, *Smilax Officinalis*, Benth.—This plant is well known on account of its efficacy in syphilitic and rheumatic affections.

Japocanga, *Smilax Japocanga*, Grieseb.—The roots are very useful in cutaneous, rheumatic and syphilitic diseases; it is also an excellent diuretic and has been used with good effect in the treatment of leprosy.

Salsa Matto, *Smilax Nitida*; Grieseb.—This plant is commonly found in the states of Rio De Janeiro, Espirito Santo and Minas Geraes. The roots and leaves are excellent for the treatment of rheumatism and syphilis.

Salsa Do Campo, *Smilax Campestris*, Grieseb.—The root of this plant is known as a powerful anti-syphilitic and is commonly used for that purpose.

True Sarsaparilla, *Smilax Syphilitica*, Humb.—This is an anti-syphilitic of high value.

Ananaz Brava, *Ananaz Sylvestris*, Schult. *Bromelia Sylvestris*.—This is known as an emmenagogue. In small doses it is an efficacious anthelmintic.

Madre Silva, *Astroemria Caryophylla*, Jacq.—The tincture made from the root of this plant is used as a diuretic.

Gravataassu, *Furcroya Cubensis*, How. *Caraoata Coraquata*.—Known as a purgative and diuretic.

Jata, *Cocos Jata*, J. Mart. *Jatahy Cocoa Trec*.—Used in a syrup for pulmonary affections.

Patioba, *Diplothemium Candescens*, Mart.—A kind of palm tree, the pulverized fruit of which is used as a tonic and as an astringent. Its tincture is also used in the treatment of odontalgia and as an antiscorbutic.

Carnauba, *Copernicia Cerifera*, Mart. *Caranda Carnaiba*.—The root of this palm tree is used in the same manner as sarsaparilla in the treatment of cutaneous, arthritic and syphilitic affections.

Imbe San Pedro, *Monstera Pertusa*, De Vriese. *Timbo Manso*.—The green leaves are used to cure ascites, the infusion of the roots for dropsy and arthritis, and the extract of the roots is efficacious in cases of poison from snake bite.

Capim Cheiroso, *Killingia Odorata*, Vahl. *Capim Cidreira Cheiro Paraturu*.—The leaves and buds emit an agreeable odor and are used as aromatics, anti-spasmodics, diuretics, diaphoretics and sudorifics.

Barba De Boi, *Reonirea Maritima*, Aubl.—The root, which

is aromatic and has a sour taste. It is used as a sudorific and as an energetic diuretic.

Alecrim da Praia, Oncostylis Arenaria.—This plant is used in pulmonary affections.

Tiririca, Mastigocleria Reflexa.—The decoction made from these seeds is used in the treatment of gravel and calculi in the bladder.

Capim Grama Papalium, Platicaulon, Poiret.—The roots are known to possess diuretic and emollient principles.

Barba De Bode, Aristida Paens, Cavanilles.—This plant is commonly known as an aperient and an emollient.

Capim de Pico, Dactyloctenium Miconatum, Wild, Pe De Gallinha Grande, Capim Picao.—Used in the treatment of amenorrhea, nervous diseases, nephritis, &c.

Taquara, Arundinaria Amphisstima, Bambu Taquara.—The root is used as an efficacious diuretic.

Gramma, Triticum Repens, Linn, Gramma das Pharmacias.—An excellent diuretic and a specific for the retention of urine and for calculi in the bladder.

Lyrto Do Brejo, Kedychium Coronarium, Koen, Lyrto, Lagrima de Mocau.—This plant is a powerful stimulant and a valuable tonic.

The Philippines Exhibit.

In the western section of the grounds from Station 7 of the intramural railway, access is had to the exhibit of the Philippine Islands. This exhibit is well worth a visit, containing many features of general interest. The approach to the exhibit is across a stone bridge and through a walled city, which is a reproduction of the walls of the city of Manila. A feature of especial pharmaceutical interest in this exhibit is found in the Forestry Building, where 600 Philippine drugs are displayed. This exhibit reflects great credit upon the industry and skill of Dr. Leon M. Guerro, secretary of the Philippines Commission, who is a native of the Philippines, but who is a botanist of considerable attainments. We are indebted to Dr. Guerro for a list of drugs found in the Philippine Islands, covering several thousand different botanical species. This list is printed as an appendix to the official report of the Philippine Commission, and a copy of it should be in the hands of every medical botanist and pharmacognocist for reference. While Dr. Guerro does not speak English, he is very much interested in pharmaceutical matters, and informs us that he will probably be in attendance at the Kansas City meeting of the American Pharmaceutical Association.

Foreign Government Buildings.

The question of when one should go to any particular part of the Exposition must be determined largely by the point of approach to the grounds; for instance, we have assumed that the visitor enters at the Lindell, or main, entrance. If, however, it so happens that his approach is by way of the Convention entrance, opposite Station 4, on the Intramural Railway, it would be advisable for him to modify the plan proposed regarding the sightseeing by first visiting those points of interest which lie nearest. On entering the grounds at the Convention entrance the visitor should walk up the hill, and the first object of interest which he would see would be the anthropological collection, which is housed in one of the Washington University buildings, on the left. To the right he will find the collection of tributes presented to Queen Victoria at the time of her jubilee celebration. Passing across the court and through the Administration Building, the visitor emerges on the eastern terrace of the Washington University Building, from which an excellent general view is obtained of the foreign buildings, which are grouped along what is known as Administration avenue.

SURGICAL INSTRUMENTS 2000 YEARS OLD.

The first of these on the right is the Italian Government Building, the internal decorations of which are composed of replicas of celebrated Italian works of art. The pharmacist and physician interested will find against the eastern wall of the main hall of the building a collection representing surgical instruments taken from the excavations of Pompeii, among which are included a four-valve vaginal speculum, a bistoury

and a canula tenaculum. These instruments vary but little in form, and not all in principle, from those now in use. It is really startling to observe how closely we have adhered to the models of the Romans in the forms taken by these instruments.

THE BELGIAN GOVERNMENT BUILDING.

is unique in having external frescoes, painted in vivid colors, representing scenes in Belgium. Though this is a small country, it is a most active one from a commercial point of view, and the exhibits of its manufacturers and merchants are massed in the Government Building, with the result that the effect is very much better than it would have been had the small number of exhibits shown been distributed through the different buildings, according to their subject classification. Toward the rear of the building and to the right is an alcove devoted particularly to pharmaceutical and allied products, and here the readers of the AMERICAN DRUGGIST will find a familiar object in the excellent photograph of the house of Charles Delacre & Co., which was reproduced some months ago in these columns in connection with a description of the business of that enterprising concern. An album is exhibited containing photographs of the various departments of the Delacre Company's establishment, together with a prominent notice to the effect that the firm is desirous of arranging to introduce American products into Belgium, and to take over the agency for such products. Van de Broeck & Co. of Brussels exhibit thermogene, Eckelaer shows his artistically put up soaps and perfumes and Pelhaizi Brothers & Co. of Brussels present an imposing array of statistics concerning their 19 factories, their 565 branches and their 4300 employees engaged in the manufacture of corks.

Just without the central court of this building will be found an interesting though somewhat limited display from the Congo Free State, including, besides crude native weapons, &c., numerous specimens of crude rubber, copal and rosin.

The Exposition Drug Store.

H. C. Brenner, who has two stores in St. Louis, conducts the official World's Fair drug store on the model street. The store building is 170 feet long and 50 feet wide, and contains 100 feet of drug store fixtures, 15 feet of prescription counter. keeps eleven employees busy the whole day, and carries a most varied stock, for, as is naturally to be expected, the clientele being drawn from all over the world, Mr. Brenner has to deal with a most cosmopolitan collection of orders. Fortunately, he has no cut rate problem to deal with, in fact, has to charge a slight premium on the regular prices, owing to the fact that he has to pay a percentage on his gross receipts to the exposition authorities. Just think of \$1.15 for Hood's Saraparilla or Peruna!

The Welch Grape Juice Company.

The Welch Grape Juice Company's main sales and headquarters building is located on the prominent corner of the "Pike," and was ready for business opening day. It is a two-story structure, the architecture being in harmony with the Exposition buildings, size 50 x 20 feet. Then scattered throughout the grounds and buildings are attractive booths where this delicious product is being served, and it would seem that the Welch Grape Juice Company will accomplish its purpose to make Welch's Grape Juice so prominent that any one attending the Fair cannot fail to at least see the name. The concession is in charge of A. L. Wolcott, who represents Welch's Grape Juice in the Philadelphia territory, and who has attended so many of the national and State meetings of the druggists' associations in the interests of his company.

The Vermont Association.

The Vermont Pharmaceutical Association will hold its annual meeting in Burlington Tuesday and Wednesday, October 11 and 12. Members from all parts of the State are expected to be in attendance. F. C. Herrington and C. C. Miller of the Burlington Drug Company, the local secretaries, are making elaborate arrangements for the meeting and for a number of social events for the entertainment of the members and ladies.

SCORES POINT AGAINST N. A. R. D.

Association Declared in Contempt and Fined \$2,000—Secretary Wooten Fined Separately in \$500—Five Wholesalers Involved are Given Time.

(By telegraph from our Regular Correspondent.)

Chicago, September 1.—Isaac Platt, a retail druggist at 809 Ashland avenue, has won a point in his fight with the N. A. R. D. Judge Dunne decided yesterday that the National Association was in contempt and must pay a fine of \$2,000. He also assessed a fine of \$500 against Secretary Thomas V. Wooten. Five wholesalers, the principal representatives of that branch of the trade in Chicago, who are also charged with contempt, are given until the fall term of court to make explanation.

POINT AT ISSUE LARGELY TECHNICAL.

It should be borne in mind that the point at issue is largely technical. A temporary injunction was granted to Platt in 1902. Such writs usually come up for argument within a short time and it is then decided whether or not they shall be made permanent. The writ secured by Platt never came up for final argument, but until that decision is rendered it is, of course, in effect. The ruling yesterday was entirely on the point of whether or not there had been a violation of this temporary injunction.

N. A. R. D. GIVES NOTICE OF APPEAL.

The N. A. R. D. will appeal the case, notice to that effect having been duly given, and will carry on the fight.

TESTIMONY THAT CONVINCED JUDGE DUNNE.

Officials of the N. A. R. D. say that the decision was rendered on the testimony of Cornelius Van Schaack, who was flatly contradicted by three other witnesses. It is charged that it was the wholesalers themselves who "blacklisted" Platt, because he was at the head of the American Drug Company, which purchased goods in large quantities, or tried to, in order to sell again to retailers, and thus cut into the jobbers' business. It is claimed that Platt's customers were cutters, and that the trouble, following complaints by other retailers, caused the wholesalers to act on their own initiative.

Judge Dunne is also alleged to have indulged in "gallery play" in attacking the "wicked trust." In rendering his decision, he said:

"That Platt has been deprived of the right in this community to sell goods nothing can be more clear. It is a combination which has prevented him from securing supplies. It may not have come within the limits of the Anti-Trust law, but the fact remains that the courts enjoined the defendants from carrying out the scheme, which would prevent him from securing goods."

IMPRESSED BY WOOTEN'S TESTIMONY.

"Wooten testified that the organization was formed for the purpose of maintaining the prices of drugs in the retail stores. He told of many laudable objects of the organization, and I have no doubt that it is composed of good citizens, who have united together as a method to prevent the cutting of prices and to protect themselves in this way. Of course, they have a right to guard their interests; but the public, on the other hand, has a right, also, to protect itself. In pursuance of this design the association adopted a certain contract, the effect of which is to make the jobber simply the distributing agent, who has simply paid the full value of the goods to distribute them only to certain people, and not to Platt and druggists in his class. The effect of that contract, in other words, is to prevent that man from buying goods. The ordinary wholesaler is anxious to sell goods. If the man goes to a wholesaler with the money in his hand, ordinarily he will get his goods. There must be some reason for a unanimous refusal, as in this case. I would call it a malicious violation, for intelligent men have disobeyed the court order for trade purposes. The acts of the organization and Wooten have had the effect of preventing Platt from securing goods, and I consider it a violation of the letter and spirit of the injunction."

It was charged in court that the association several times asked Platt to give up his fight and join the association.

DISCRIMINATION IN RAILROAD RATES.

Sharp & Dohme Fail to Get the New York Board of Trade to Make a Fight in Their Interest.

About a dozen representatives of large jobbing and manufacturing interests attended a special meeting called by the Drug Trade Section of the Board of Trade, on August 31, to consider what action, if any, should be taken toward pressing charges of freight rate discrimination against some of the largest railroad systems. The matter was brought to the attention of the Section by Sharp & Dohme of New York and Baltimore, who complained to the Interstate Commerce Commission that the railroads were carrying drugs, chemicals, medicines, dye-stuffs, &c., to Colorado and Utah points at rates which exceed those charged by the same roads on the same class of merchandise to Pacific coast points. This is claimed to be in direct violation of Section 4 of the Interstate Commerce Act.

RAILROADS COMPLAINED OF.

The railroads against which the complaint is made are the Baltimore & Ohio Railroad Company, the Pennsylvania Railroad Company, the Pittsburgh, Cincinnati, Chicago & St. Louis Railway Company; the Chicago, Burlington & Quincy Railway Company; the Chicago & Northwestern Railway Company, the Chicago, Milwaukee & St. Paul Railway Company; the Atchison, Topeka & Santa Fé Railway Company; the Denver & Rio Grande Railroad Company, the Rio Grande Western Railway Company, the Southern Pacific Company, the Union Pacific Railroad Company and the Wabash Railroad Company.

THE FORMAL COMPLAINT

deals with traffic from Baltimore, the headquarters of Sharp & Dohme, and, among other things, gives the following as the rates in cents per 100 pounds from that city to the points named:

	L. C. L.	C. L.
Denver, Col., and Colorado common points....	264	240
Salt Lake City, Utah, and Utah common points 342½		342½
San Francisco, Cal., and Pacific coast points..	190	140

The complaint then continues:

"The foregoing rates from Baltimore to Salt Lake City and Utah common points and to San Francisco and Pacific coast points are published through commodity rates, but from Baltimore to Denver and Colorado common points the rates are made up of a combination based on the Mississippi River.

"The rates established by defendants for the transportation of drugs, medicines and other articles from Baltimore to Denver and Colorado common points and to Salt Lake City and Utah common points are unreasonable and unjust generally and relatively as compared with such rates from Baltimore to San Francisco and Pacific coast points, in violation of Section 1 of the Act to Regulate Commerce; said rates subject complainant and other manufacturers and shippers of such articles in the city of Baltimore and druggists and dealers in Colorado and Utah to unjust discrimination and undue and unreasonable prejudice and disadvantage, and constitute unjust discrimination in favor of and give undue and unreasonable preference and advantage to the city of San Francisco and other Pacific coast points, and druggists and dealers thereat, in violation of the second and third sections of the Act to Regulate Commerce; and said rates constitute greater compensation in the aggregate for the transportation of like kind of property under substantially similar circumstances and conditions for the shorter distances to Denver and Salt Lake City than for the longer distance over the same line, in the same direction, to San Francisco and other Pacific coast points, the shorter being included within the longer distance, in violation of Section 4 of said Act to Regulate Commerce."

The meeting last Wednesday was called to see what action New York interests should take to supplement the complaint made by Sharp & Dohme.

MR. BOYDEN OPPOSES THE MOVEMENT.

The principal speaker was W. S. Boyden of Rosengarten & Son, who was formerly engaged in the railroad business. He

threw cold water, so to speak, on the whole proceeding, and advised those present to drop the matter. He called attention to the fact that this same subject had already been thrashed out in the courts and that the latter, and even the Supreme Court, had sustained the railroads. He stated that it had been held by the courts that where other elements aside from competing railroad lines were a factor to be considered in the carrying of freight, the conditions governing the long and short haul clauses of the Interstate Commerce Act did not apply; that in the present case the roads carrying freight to the Pacific coast have water routes to compete with, and were therefore compelled to charge a lower rate to the coast than competition made it necessary to do to less distant points.

He added that drug interests in Colorado and Utah long ago took this same matter up and made every effort to have the rates reduced, but without avail, as the courts in every case sustained the railroads.

REFERRED TO THE GENERAL BOARD.

After some further discussion it was decided, on motion by John M. Peters, to refer the matter to the General Board for its consideration. In other words, the New York interests represented at the meeting will not, as a body at least, support the complaint made by Sharp & Dohme. The matter was to come before the Interstate Commission at a hearing in Denver on September 10, but whether it will or not is now doubtful.

NEW YORK STATE ASSOCIATION METHODS CRITICISED.

The Delegate of the New York Central Drug Association Frees His Mind and the Association Indorses His Views by Asking the "American Druggist" to Print His Report.

To the Editor:

Sir,—At a recent meeting of the Central Drug Association, Utica, N. Y., at which a report of the proceedings of the State Pharmaceutical Association was read by Mr. George Ballard, delegate, resolutions were adopted requesting the secretary to write asking that space might be given for the printing of said report in your Journal. I, therefore, in accordance with the adopted resolutions, ask that you kindly give space in your next issue, or as soon thereafter as possible.

We deem this report will be of interest to many of your readers.

WILLARD H. ROBERTS,

Secretary New York Central Drug Association.

UTICA, N. Y., August 27, 1904.

To the President of the New York Central Drug Association:

DEAR SIR.—As your representative to the New York State Pharmaceutical Convention at Brighton Beach, June 27 to July 1, I beg leave to submit the following report:

Owing to business engagements, I missed the first day's session of the convention, but the first day is usually given to hand-shaking, patting each other on the back, taffy throwing and getting acquainted; therefore I missed very little, from a business standpoint.

As your representative I was present at every session after the first day. The convention, as a social meeting, was a great success. Every one had a good time and seemed pleased, as they were royally entertained, but as a meeting of any importance in any way or as a help to the drug business I failed to see it.

Mr. Dawson, of Syracuse, read a paper on insurance, which, if taken up, might be of some importance to the drug trade. I intended to speak on the subject, but as no one else made any remarks and no particular interest was shown in regard to it, I hesitated to speak on the subject, thinking it would come up at a later session.

Mr. Todd, of Ithaca, read a good paper on trade interests in general. He spent a great deal of time and trouble on the paper, and it might have been discussed to mutual advantage, but, if I remember correctly, he did not get even a vote of thanks for the time and trouble of getting up the well-written report.

If there were more reports like those of Messrs. Dawson and Todd and they were discussed, it might be of some benefit to the drug trade. There were some scientific papers read and discussed. One in particular I will mention: it was on the specific gravity of Iodoform and took up nearly the whole of one morning's session, yet to the general drug trade it would not add a single penny to their profits during the year. The question whether the specific gravity of Iodoform is 4, 2 or 1½ makes no difference, as it is an article you would not make in your store under any circumstances, if it could be avoided. Most of us recall the greeting we receive on going home after weighing out Iodoform: "There, you have been putting up that horrid stuff again." We are all willing that it be made by some chemical house and outside of the city limits, if possible.

The convention as it now is seems to be run mostly in the interests of the colleges. The law passed last winter and known as the Prerequisite law is wholly against the interest of the drug trade (at least, the drug trade outside of New York and Brooklyn). I cannot speak of those two cities and their needs, as I know nothing about them. The law should be amended so that all drug clerks outside of those two cities could be allowed to pass the State Board without going to any college. It would be to the advantage of the drug trade and also boys who cannot afford to go through college. But who are to blame for the passage of this law? The druggists themselves. They let a lot of members who are working in the interest of these colleges pass the resolution in our convention, then do not oppose the law when it comes up for final passage. Now, my remedy is this: Pass a resolution at the next convention that no one is to have a vote unless actively engaged in the drug trade; secondly, have all up-State associations appoint one delegate. Let these delegates meet in some appointed place one month before the annual meeting of the State meeting, exchange ideas, formulate plans, decided on what we want, select who shall offer any resolutions that may be needed, and attend each business session.

While not criticising any member who went from Utica (and I believe there were nine), I venture to say only two voted when the contest for the secretaryship came up. If things continue the same as now, I don't see any earthly reason why any member of our own local association should remain a member of the N. Y. S. P. A. for any benefits derived. However, it is up to our local association, and that is where I leave it. Respectfully submitted.

GEO. S. BALLARD.

New York Trading Stamp Law Unconstitutional.

Supreme Court Justice Edwin A. Nash, of the Seventh Judicial District, New York, has declared unconstitutional the law passed by the New York State Legislature at its last session regulating the issue of trading stamps and attaching a penalty for violating the act. In rendering an opinion the Justice declared that it is the settled law of this State that it is not within the power of the Legislature to suppress or regulate the issue or sale of trading stamps. The opinion was rendered in the case of Edward Appel, a cigar dealer who was arrested for selling a cigar and a package of tobacco, accompanied by tobacco coupons, which did not have a redeemable cash value printed upon their face as required by the Trading Stamp law.

Alabama Board Registers Candidates.

At a meeting of the Alabama Board of Pharmacy, held at Montgomery, July 20 to 24, the following candidates passed: H. S. Smith, Birmingham; W. A. Walters, Troy; J. M. Wilson, Jr., Grove Hill; J. Kimbal, Jackson; B. M. Bingham, Tuscaloosa; J. C. Morris, Avondale; Carl Wharton, Gadsden; James Read, Clayton; Robert K. Martin and David Letaw, Birmingham; R. H. Williams, Mobile.

The next meeting of the board will be held in Birmingham, October 20 to 24. P. C. Candidus was appointed to represent the board at the conference in Kansas City this month.

William Mair, F. C. S.

We have pleasure in presenting to our readers a portrait of William Mair, F.C.S., who is visiting the United States in connection with the annual general meeting of the Society of Chemical Industry, which opens in New York this week under the presidency of Sir William Ramsay, continuing with a tour embracing Philadelphia, Washington, Pittsburgh, St. Louis, Chicago, Detroit, Niagara Falls and Boston, about a hundred members from Europe joining the party. An old and valued friend, our acquaintance with Mr. Mair dates back many years, and his name will be familiar to many of our readers as a valued contributor to the old *Pharmaceutical Record*, as well as to the consolidated journal.

Mr. Mair is connected with the firm of Fletcher, Fletcher & Co., Limited, manufacturing chemists, Holloway, London, N., on the commercial and administrative side. This firm manufactures a line of fine pharmaceutical products—"Fletcher's Concentrated Liquors," for the production of standardized tinctures, and other preparations of the British Pharmacopœia. The history of this firm is just about concurrent with that of standardization as applied to galenicals, and Fletcher, Fletcher & Co. are the undoubted precursors of the adoption of this principle in the 1898 edition of the British Pharmacopœia.



WILLIAM MAIR, F. C. S.

A Scotsman and a pharmacist, one of his earliest efforts was the compilation of a Pharmacopœia of the Dundee Royal Infirmary, which is still in use there. While at the infirmary Mr. Mair taught practical materia medica and pharmacy to the medical students of University College, Dundee, his course being recognized by the University of Edinburgh as qualifying for graduation there.

Four years' subsequent splendid experience in India in the notable pharmacy of Smith, Stanistreet & Co., Calcutta, afforded also the opportunity for a thorough study of the copious materia medica of that wonderful country, resulting in the publication, in 1896, of "The Indigenous Drugs of India," in collaboration with the Rai Bahadur Dr. Kanai Lal Dey, a great native authority on the subject.

During this period numerous papers from Mr. Mair's pen appeared in the *AMERICAN DRUGGIST* and in *The Chemist and Druggist*, of London, on Indian subjects. Since then complete absorption in successful business pursuits has precluded all such effort, excepting a paper to the British Pharmaceutical Conference at the London meeting, entitled Notes on Some Indian Drugs, and a lecture to the Pharmaceutical Society at Edinburgh, illustrating the growth and preparation of Cannabis Indica.

Although Mr. Mair has found his metier in the empire of business rather than in the pleasant paths of pure science, he is still a keen student of pharmacology. It is his intention dur-

ing his stay in the United States to make a study of business administration and organization and also pharmaceutical education and ethics as interpreted on this side of the Atlantic.

Besides being a member of the Pharmaceutical Society of Great Britain and the Society of Chemical Industry, Mr. Mair is also a fellow of the British Chemical Society. His literary tastes are indicated by his membership in the Ex Libris Society, which is limited to 500 members.

LONDON LETTER.

Agitating for Duty-Free Alcohol—The Protagonist of the Movement—Workings of the Law Pertaining to the Sale of Poisons—The Federation of Local Pharmaceutical Associations.

(From our Regular Correspondent.)

LONDON, August 20.—A grievance from which the British chemical manufacturer has suffered for many years and which has recently become more acute is the refusal of the Government to grant him the use of duty-free alcohol for manufacturing purposes. This handicapping of an important industry is apparently not unknown in America, but in Great Britain a resolute campaign has been started during the past year against the continued imposition of duty. It is pointed out that the manufacturer of many fine chemicals has not the slightest chance of competing in the markets of the world with his prototype in Germany. The latter is nursed by a beneficent Government, which provides him with untaxed alcohol for the manufacture of his products; consequently Germany is in a much better position to supply cheaply various chemicals than any other manufacturing country. The agitation, which has always been simmering on the surface of the sea of chemical industry, has apparently boiled over in recent months and (greatly through the skillful stoking of Thomas Tyrer) it has scalded the hoofs of Government itself.

The protagonist of the movement, Thomas Tyrer, is a London chemical manufacturer of much eloquence, energy and persistence. He is not only a practical manufacturer of chemicals, but is a scientist of repute. Pharmacists throughout the country know and like the genial Tyrer, who is almost as renowned for his private metaphysical disquisitions as for his public contributions to pharmaceutical chemistry. He is a leading light in the councils of the Chemical Society, the Society of Chemical Industry and the British Pharmaceutical Conference. He is at present engaged working, in conjunction with Sir William Ramsay, on the sources of radium, and gave an interesting account of his experiences in that connection at the British Pharmaceutical Conference meeting at Sheffield. Mr. Tyrer has made the subject of "duty-free alcohol" all his own. He has read papers on the subject at the Society of Chemical Industry and at the Society of Arts, and has led off discussions on the question at meetings of that pretentious body—the London Chamber of Commerce. Public persistence has been supplemented by private enthusiasm, with the result that many members of Parliament have been so interested that an animated debate was instituted in the House of Commons last month, the outcome of which was that the Chancellor of Exchequer promised to appoint a committee to go into the matter. Mr. Tyrer is a past president of the Society of Chemical Industry, and will be in New York with the society in September. Doubtless he will meet many American manufacturers who will sympathize with his aims and aspirations on this and many another subject.

The "Tabloid" case has been twice before the courts since the decision in the appeal. The defendants intimated an appeal against the injunction restraining them from passing off their goods as "tabloids," and last month counsel for the defendants applied to the Court of Appeal to postpone the hearing, stating that the case for striking the mark off the Register is being carried to the House of Lords. The Court of Appeal refused leave to postpone the hearing and it came up in due course a fortnight later. On the case being called, counsel for Burroughs Wellcome & Co. intimated that the appellants did

not intend to prosecute the appeal and it was dismissed with costs. The next stage will be in the House of Lords and the outcome of the proceedings there will settle the question finally.

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An important prosecution was instituted by the Pharmaceutical Society a week or two ago. The society summoned a limited company trading as ironmongers in London for selling an insecticide composed of nicotine. Nicotine being "a poisonous vegetable alkaloid," comes under Part I of the poison schedules in the Pharmacy Acts (see *AMERICAN DRUGGIST*, July 11, page 3). The company were charged with selling the insecticide without labelling it "poison," with selling it to some one unknown to the seller and without making the statutory entry in the poisons book. The attorney for the defence contended that the Pharmacy Act was only intended to apply to poisons sold for medicinal purposes, and, further, that a limited company could not be held liable for such offences. The Lord Mayor of London, who was on the Bench, decided in favor of the society on all counts and fined the company £5 and 5 guineas costs on one charge and nominal fines of 1 shilling each on the other charges.

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This promises to be one of a series of like prosecutions. In another case, to be heard shortly, the society is prosecuting the actual manufacturer of the insecticide, and probably the whole question of the sale of poisonous sheep dips, insecticides and weed-killers will be again brought into prominence. The wholesalers and manufacturers of such articles would like to have it held that these "agricultural necessities," as they call them, are outside the poison regulations entirely. A society with a title of Teutonic length has been formed to protect the interests of these traders in poisons, and last year they demonstrated that they had various good friends in Parliament. So influential did they prove that a departmental committee was appointed to hear evidence on all sides regarding the matters at issue. Pharmacy was represented in the committee by William Martindale for part of the time and later by Walter Hills. As a result of the committee's deliberations a majority report was drawn up, urging a greater freedom in the sale of agricultural commodities containing poisons and—as a set-off, probably—advising the addition of one or two other poisons to the Pharmacy Act schedules.

* * * * *

The findings of the committee were, of course, strongly condemned by all pharmacists, as well as by the medical profession and coroners all over the country. Any weakening of the present lax enough restrictions regarding the sale of poisons was held out as a distinct menace to the safety of the public, and a dignified minority report, drawn up by Walter Hills, was universally commended. But the unqualified vendors of poison undoubtedly scored, and it has been rumored persistently since the report was issued that the Government intends bringing in a bill embodying the recommendations of the majority of the committee. Meanwhile, the Pharmaceutical Society is taking the bold course (Glyn-Jones is chairman of the Law Committee) and the downtrodden poison-monger (limited) knows not where to plant his kegs.

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The observant outsider has noted that anything sneered at by society officialdom is generally for the benefit of the bulk of the trade. Thus when *The Pharmaceutical Journal* came out with a covert attack on the "Federation of Local Pharmaceutical Associations" the other day, one felt that the Federation was doing good work. The Federation was started some ten years ago with the object of amalgamating the various chemists' associations throughout the country and getting interchanges of views and ideas on practical and political questions affecting the welfare of the trade generally. It has gone on increasing in power and popularity, until now it embraces all the associations worth having in the trade. The Federation meets annually on the day following the close of the British Pharmaceutical Conference, and this year at Sheffield keen, alert, live pharmacists from all parts of the country discussed

James F. Tocher's scheme of territorial representation for election to the Pharmaceutical Council, a newly-passed bill dealing with the early closing of shops, the question of state-aided pharmaceutical education and various points connected with proprietaries and the Inland Revenue. Much could be written about the "territorial representation" scheme and its author, but this must be left for a future "letter." The president of the Federation is William L. Currie, a Glasgow pharmacist, recently elected to the Pharmaceutical Council, and the secretary is William Watson-Will, principal of a popular school of pharmacy in London, and an able teacher and pharmacist.

THE NEW PHARMACOPOEIA.

Contract for Printing Awarded—The Regulation Governing Appointment of Sub-Agents—Price at Which the Work Will Be Sold.

The Board of Trustees has awarded the J. B. Lippincott Company, of Philadelphia, the contract for printing the 1900 edition of the United States Pharmacopœia. Bids are now being taken for the agency for the sale and general distribution of the book. The contract will be awarded early in September. In addition to an agency such as was established for the previous edition, the Board of Trustees has decided upon providing for sub-agents. The following are the conditions controlling the sub-agents:

The agent shall be required to appoint four sub-agents who are in the book-selling business, one each in the cities of New York, St. Louis, Chicago and San Francisco, which sub-agents shall keep on hand a sufficient stock of Pharmacopœias to fill all orders that may come to them, and shall account to the agent for sales made and for stock on hand, under such regulations as the agent may direct. The agent shall be responsible to the Board of Trustees for all books sold to sub-agents, but books in the hands of sub-agents shall be counted as books in stock in the hands of the agent at the time of making quarterly settlements with the Board of Trustees.

The agent may make such business arrangements with the sub-agents as he may deem proper to advance the sale of the Pharmacopœia, but no contract with any sub-agent shall be in conflict with the provisions of the contract between the agent and the Board of Trustees.

All blanks and the receiving of bids for an agency is in the hands of a special committee consisting of Charles E. Dohme, Baltimore; Prof. J. P. Remington, Philadelphia; Dr. J. H. Beal, Scio, Ohio.

PRICE OF THE NEW PHARMACOPOEIA.

The Board of Trustees has decided to place the revised Pharmacopœia on the market in at least six styles. The prices will be as follows: Bound in muslin, \$2.50; sheep, \$3; flexible leather, \$3.50; interleaved, sheep, \$4; printed on one side, sheep, \$4; printed on one side, unbound, \$3.50.

The date on which the new revision of the Pharmacopœia will become the law and guide will be fixed as near as practicable to 90 days after the first publication of the book.

THE U. S. P. IN SPANISH.

A letter from Prof. Jose G. Diaz of the University of Havana was read at the last meeting of the Board of Trustees, making a proposition with reference to issuing a Spanish edition of the Pharmacopœia. The board referred the matter to the president of the convention, Dr. H. C. Wood, with the request that he procure the necessary information and report upon the same to the board. President Wood has since had a conference with the government authorities at Washington and is in correspondence with the insular government authorities at Manila, P. I. It is desirable to first of all determine the extent to which the Spanish edition is likely to be used.

The Board of Trustees will hold an informal meeting at Kansas City during the week of the A. Ph. A. Convention, September 5-10.

PLASTER MANUFACTURERS AT WAR.

Combine Definitely Disrupted and Prices are Being Ruthlessly Slashed—Some Manufacturers Deny Participation But Express Surprise at the Openness With Which the War is Being Carried on by Others.

Definite confirmation was obtained last week from most reliable sources that the so-called plaster combine has at last been disrupted and that an ugly price-cutting war has been on for several weeks past. Just when the break in the agreement among leading manufacturers took place cannot be stated positively. Statements on that point made by leading interests vary. Some declare that there has been no price agreement for at least a year; others say that the disruption was of more recent date. However, the agreement, or "understanding," as some are pleased to term it, is now a thing of the past. It seems to be a case of "every one for himself and the devil take the hindmost," as one manufacturer put it.

As stated in the preceding issue of the *AMERICAN DRUGGIST*, a number of firms a few years ago entered into an agreement to maintain prices on plasters. These firms were parties to the compact: Johnson & Johnson of New Brunswick, N. J.; Seabury & Johnson of East Orange, N. J.; the J. Ellwood Lee Company of Conshohocken, Pa., and Bauer & Black of Chicago. Several months ago there were persistent rumors of trouble among these concerns as to the maintenance of prices, but little in the way of definite information could then be drawn from parties directly involved.

The present rate war, according to statements made the other day, started last month when the J. Ellwood Lee Company, it is understood, sent a circular to jobbers, followed by a similar notice to retailers, offering a material reduction in prices on the firm's goods. Not long after this action on the part of the Lee company Bauer & Black, it is said, issued a circular meeting the cut made by the Lee firm. But, for some reason or other, the same people who had received that notice from Bauer & Black got another circular a little while afterward cancelling the reduction originally offered and substantially reducing the concession then made. Since that time the price-cutting has been going merrily on, though just to what extent is hard to learn, for parties most concerned are very reticent. Some idea of the situation, however, may be had from the statement made by a responsible party that one firm has actually been underbidding itself for fear that rival manufacturers would get the business. This particular firm offered 33 1-3 off, but the prospective buyer didn't jump at the offer at once. A few days later the same firm, believing one of its competitors had put in a lower bid (although such was not the case), increased its concession by offering 50 off.

Some of the manufacturers, such as Seabury & Johnson and Johnson & Johnson, deny that they are participating in the rate war, but admit that the agreement no longer exists.

George J. Seabury said to a representative of the *AMERICAN DRUGGIST*: "We are not in it. Some of these outside interests have seen fit to cut prices and demoralize the trade, but we are not mixed up in the trouble and will not be. We have a policy of our own and intend to pursue it. We have no dirty linen to wash."

A representative of Johnson & Johnson said that the agreement had not existed for a year past. He said that his firm had not met the cuts made by the Lee company and Bauer & Black, and did not intend to. He saw no reason why Johnson & Johnson should cut prices. "We cannot afford to lower the standard and reputation of our goods by any such poor business policy," said he.

Surprise is expressed among some plaster manufacturing interests that their rivals should so openly throw down the gauntlet and circularize the trade to get business at cut rates. "A shrewder policy," said a manufacturer, "would have been to go about it quietly and offer concessions to individual buyers, without letting every one know about it."

Such a statement from a prominent manufacturer is rather significant, to say the least, especially since it comes from one who professes not to be "in the war."

Obituary.

WILLIAM WEIGHTMAN.

William Weightman, the head of the firm of Powers & Weightman, manufacturing chemists, Philadelphia, died at his summer home, "Raven Hill," in West School Lane, Falls of Schuylkill, Pa., on August 25, at the age of 91.

Mr. Weightman was born in Grimsby, England, September 30, 1813. In early youth he left England, at the suggestion of his uncle, John Farr, who made a place for him in the chemical laboratories which he had founded in Philadelphia a few years previously. On January 1, 1838, John Farr associated with him in the business Thomas H. Powers and his nephew, William Weightman, under the firm name of Farr, Powers & Weightman. After the decease of Mr. Farr in 1847 the firm name was changed to that which has become so universally known in connection with the production of quinine, as Powers & Weightman.

Mr. Powers died November 20, 1878, and on January 1, 1879, William Weightman succeeded to the business alone, and so continued for some years, until he associated with him his two sons, John Farr Weightman and William Weightman, jr., which copartnership lasted until their respective deaths, when William Weightman continued the business alone under the same firm name until January 1, 1893, when he admitted to an interest in the business his son-in-law, Hon. R. J. C. Walker, who died in December, 1903, and on January 1, 1904, Mrs. Anne M. Walker, his widow, and Mr. Weightman's only remaining child, was admitted to the firm and is now the only surviving member of the firm of Powers & Weightman.

Although somewhat reserved by nature, Mr. Weightman was one of the most unassuming of men, readily approachable, courteous and eminently just in all of his transactions.

He held to a remarkable degree the esteem and loyalty of the workmen under him, many of whom have virtually spent their lives in his service, and all of whom, without exception, mourn his death as that of a beloved father. As a chemist his reputation was world wide, and his knowledge was eagerly sought by those in need and never withheld.

He is survived by an only daughter, Mrs. R. J. C. Walker; a grandson, Aubrey H. Weighman, and several granddaughters, Mrs. R. W. Meirs, Mrs. John Strawbridge, Mrs. Nathaniel R. Norton, of New York, and two unmarried granddaughters.

JAMES H. ROGERS.

James Hatfield Rogers, one of Johnson & Johnson's best known city salesmen, was accidentally killed at the Mount Morris railroad station, Mount Morris, N. Y., on August 20. His death was surrounded by the most distressing circumstances, and the news will be received by the deceased's very wide circle of friends and acquaintances in New York with genuine sorrow. Mr. Rogers had been called home on account of the death of his brother, a retired druggist, who lived at Second street and Fifth avenue, Williamsbridge, and had driven to the Mount Morris station from Geneseo to take the train. While his hand bag and other baggage was being removed from the back of the wagon, Mr. Rogers stood at the horse's head with his hands on the reins to prevent the horse from bolting at the approach of a train. As was feared, the horse became frightened and got beyond his control. Mr. Rogers was thrown violently to



JAMES H. ROGERS.

the Act to Regulate Commerce; sal drates subject complainant died in a few hours. Thus it happened that James and his brother Edward were buried side by side.

Mr. Rogers was 44 years of age and a widower, his wife having died a little over three years ago. He is survived by three children, a son and two daughters. He was active in association work and had a particularly large number of friends among the alumni of the New York College of Pharmacy, as he took an active interest in the various movements inaugurated by the Alumni Association.

In the course of a generous and feeling tribute of affection and esteem prepared and sent to the deceased's customers by his employers, the firm of Johnson & Johnson, the following facts are given regarding his career: He was at one time engaged in a retail business with his brother, Edward Rogers, at Spring and Bleecker streets, New York, and later at Third avenue and 108th street. He afterward engaged in business at Geneseo, N. Y., and later became connected with Grosvenor & Richards as salesman. In 1887 he engaged with Johnson & Johnson and remained in their service until his death. "Johnson & Johnson find it impossible to express their appreciation

and regard for Mr. Rogers for his most valuable services," the memorial tribute concludes, "he being at the time of his death the oldest member of the salesmen staff, in time of service. He was more than an ordinary salesman, he was an advisory, an efficient counsel and a warm personal friend of the entire staff. His services and his life will long remain as a pleasant memory to all."



WM. H. ROCKWOOD.

William H. Rockwood, vice-president of the Fuller & Fuller Company, wholesale druggists, of Chicago, who died suddenly in his carriage while driving from Higman Park to Benton Harbor, Mich., on Wednesday, August 17, was 62 years old and a native of New York, removing to Chicago in 1865. On the incorporation of the Fuller & Fuller Company, in 1884, he was made vice-president of the company, a position he held for the intervening years, up to the time of his death. He was regarded as one of the leading wholesale druggists of Chicago, both by reason of term of service and ability as a manager. The passing of another veteran of the wholesale drug trade of Chicago is deeply regretted by his many friends and acquaintances in the trade.

DIED.

BROWN.—In Madison, N. J., on Friday, August 26, William Thompson Brown, in the forty-sixth year of his age.

CHRISTIANI.—In Fulda, Germany, on Wednesday, August 3, Theodore Christiani, formerly of Washington, D. C., in the seventy-second year of his age.

COLE.—In Bellingham, Wash., on Monday, August 15, Warren H. Cole, in the twenty-seventh year of his age.

GALLUP.—In Grand Rapids, Mich., on Saturday, August 20, James Gallup, in the eighty-fourth year of his age.

HUGHES.—In New York, on Monday, August 22, William Hughes, in the forty-first year of his age.

JONES.—In Le Mars, Iowa, on Thursday, August 11, Charles H. Jones, in the thirty-seventh year of his age.

LANEY.—In Baltimore, Md., on Friday, August 19, Hervey Laney, in the fifty-fourth year of his age.

McKEOWN.—In Warren, Ohio, on Tuesday, August 16, W. W. McKeown, in the sixty-ninth year of his age.

OSTER.—In Lancaster, Pa., on Thursday, August 11, William H. Oster, in the twenty-seventh year of his age.

Rockwood.—In Benton Harbor, Mich., on Wednesday, August 17, William H. Rockwood, in the sixty-second year of his age.

ROGERS.—In Williamsbridge, N. Y., on Friday, August 19, Edward Rogers, in the fifty-sixth year of his age.

ROGERS.—In Mount Morris, N. Y., on Saturday, August 20, James H. Rogers.

SPROAT.—In Taunton, Mass., on Friday, August 19, Clinton Sproat, in the fifty-second year of his age.

STEEVER.—In Harrisburg, Pa., on Tuesday, August 23, Aaron M. Steever, in the thirty-fifth year of his age.

VERMILLION.—In Salt Lake City, Utah, on Monday, August 22, W. S. Vermillion, in the twenty-fourth year of his age.

WEIGHTMAN.—In Philadelphia, Pa., on Thursday, August 25, William Weightman, in the ninety-second year of his age.

WHITMAN.—In Lyndon, Kan., on Friday, August 12, Prof. J. H. Whitman.

WRIGHT.—In Anglesea, N. J., on Friday, August 26, J. Edward Wright, of Bristol, Pa., in the thirty-fifth year of his age.

ZACHARIAS.—In Cumberland, Md., on Tuesday, August 16, John F. Zacharias, in the sixty-fourth year of his age.

B. F. Pritchard, the president of the National Association of Retail Druggists, has suffered a severe affliction in the sudden death of his wife at Greenville, Pa., on August 21.

DRUG INCORPORATIONS.

Certificates of incorporation have been filed since our last of the following new concerns:

Busby Drug Company, Newark, N. J. Incorporators: Alfred W. Barnes, Joseph E. Busby and Ida M. Busby. Object: To manufacture and sell all kinds of drugs and proprietary medicines. Capital, \$20,000.

Derma Company, New York. Directors: C. Bedford Allison, Theodore Lamson and A. W. Matthews. Object: To make medicinal preparations. Capital, \$50,000.

John L. Thompson Manufacturing Company, Troy, N. Y. Incorporators: G. S. Thompson, North Hoosick; R. H. Thompson, James L. Thompson, H. W. Thompson, W. L. Thompson, of Troy; Derrick Lane and Walter Thompson, Jr., New York City. Object: Manufacture of patent medicines. Capital, \$21,000.

Thomas Chemical Company, Paterson, N. J. Incorporators: H. Augustine Thomas, James B. Esty, and Harris I. Westerhoff. Capital, \$150,000.

Tabard Inn Druggist Specialty Company, Camden, N. J. Incorporators: F. B. Hansell, W. F. Ideil, George H. B. Martin and Joseph F. Cotter. Object: To deal, both wholesale and retail, in merchandise usually sold by druggists. Capital, \$10,000.

Wallace Drug Company, Oskark, Ala. Incorporators: T. B. Wallace, J. M. Wallace and C. N. Wallace. Capital, \$20,000.

An Epidemic of Hold-ups in Chicago.

Chicago, September 1.—There has been an epidemic of drug store hold-ups lately, because the police are kept busy watching strikers at the stock yards. C. A. Fisher, 2107 West Madison street, was robbed of \$150 and his clerk was shot at. The store of the Cupid Drug Company, 1393 West Lake street, was robbed the next night. The store of Herman Diehl, 1238 West Lake street, was also looted. One of the boldest robberies was the hold-up of Andrew Scherer, the veteran druggist, at State and Division streets. Masked youths took everything from Mr. Scherer and his clerk, but failed to find \$100 in Mr. Scherer's hip pocket.

The South Dakota Association.

With the election of officers on August 12 the South Dakota Pharmaceutical Association terminated a very successful convention at Mitchell. The following are the new officers: President, I. M. Helmey, Canton; first vice-president, O. A. Griffiths, Aberdeen; second vice-president, Abbey J. Jarvis, Faulkton; secretary, E. C. Bent, Dell Rapids; treasurer, W. A. Nye, Salem. The next meeting of the association will be held at Aberdeen, beginning the second Tuesday in August, 1905.

The first loss is the smallest loss. The longer you wait the less goods are worth. A dollar invested in quick turning stuff soon becomes two dollars. In stickers that linger on the shelf a dollar quickly shrinks to 50 cents and by and by to nothing.

The Wisconsin Association.

The Wisconsin Pharmaceutical Association concludes its twenty-fourth annual meeting at Fond du Lac on August 3. The following officers were elected: President, T. H. Spence, La Crosse; first vice-president, H. L. Schultz, Milwaukee; second vice-president, A. E. Du Quez, Cashton; secretary, Henry Rollman, Chilton; treasurer, W. P. Clark, Milton. Madison was chosen as the place for holding the twenty-fifth jubilee meeting in 1905, E. E. Williams of that city being elected local secretary.

Indian Territory Pharmacy Commission.

Chief Justice Raymond of the United States Court of Appeals for the Indian Territory has appointed the following Territorial Board of Pharmacy: L. Mathews, Miami; F. Savage, Hartshorne; H. C. Cobb, Muskogee; H. D. Kniseley, Checotah; W. A. Strother, Tulsa. Saturday, September 3, 1904, and Muskogee, I. T., were named as the time and place for the first meeting of the board for the purpose of electing a president, a secretary and a treasurer. The appointment of this board is in compliance with a special act of Congress passed at the last session and pharmacists who practice in Indian Territory must have a certificate from this board.

Bleaching Powder Explosions.

The Oil and Colormans Journal for August 20 contains an interesting note regarding the explosions which have occurred from time to time through the spontaneous decomposition of chlorinated lime, the bleaching agent which is popularly known as chloride of lime.

"An explosion which occurred a year or two back of a tin of chloride of lime on opening it, and over which there was considerable litigation, forcibly recalls a similar occurrence, which happened in the summer of 1858 to Prof. A. W. Hoffman. One morning on entering his laboratory, which he had left in perfect order on the previous evening, he was surprised to find the room in the greatest confusion. Broken bottles and fragments of apparatus lay about, several window panes were smashed, and all the tables and shelves were covered with a dense layer of white dust. The latter was soon found to be chloride of lime, and furnished without difficulty the explanation of this strange appearance.

"At the conclusion of the great exhibition of 1857 M. Kuhlman of Lille had made Professor Hoffman a present of the splendid collection of chemical preparations which he had contributed. The beautiful large bottles were for a long time kept as a collection. Gradually, however, their contents proved too great a temptation, and in the course of time all the substances had been consumed. Only one large bottle of about 10 liters capacity had resisted all attacks, and after many unsuccessful efforts—no one venturing to indulge in strong measures with the handsome vessel—the bottle had at last found a place on one of the highest shelves of the laboratory, where for years it had remained lost in dust and oblivion until it had forced itself back to recollection by so energetic an appeal. The explosion had been so violent that the neck of the bottle was projected into the area, where it was found with the stopper still firmly cemented into it.

"Professor Hoffman was not able to learn whether similar cases of the spontaneous decomposition of chloride of lime had been previously observed in chemical laboratories, but he afterward learned from M. Kuhlman that they occasionally occur in chloride of lime factories. According to Professor Hoffman, the cause of these explosions, it need hardly be remarked, is the accumulation of oxygen gradually evolved from the bleaching powder.

"Those who stock chloride of lime in lever-lid tins, &c., would do well to see that all their old stock of tins is sold before they started on the new, as otherwise it may happen that a few odd tins may be continuously carried over from year to year with disastrous results. It might be advisable also to stock the tins in a cool place; but, happily, accidents of this kind are few and far between."

Greater New York News.

J. H. Gerathy of McKesson & Robbins, has returned from his vacation.

A. C. Jenkins of the importing department of Parke, Davis & Co. has returned from a pleasant sojourn at Bar Harbor.

John Ferguson, of Ferguson Brothers, Philadelphia, called on friends in the local drug and chemical trade recently.

William J. Baird of the local branch of Powers & Weightman has returned from a month's vacation.

J. A. Fitzsimmons of Fitzsimmons, Gleeson & Co. has returned from an enjoyable outing at Lake Champlain.

Emil Levi, the American representative of C. F. Boehringer & Soehne, Mannheim, Germany, has returned from Europe.

The Franklin H. Kalbfleisch Company, manufacturing chemists of this city, has increased its capital from \$500,000 to \$1,000,000.

The Bushwick Pharmaceutical Association had a very successful outing at Distler's Park, Jamaica, Long Island, last Thursday afternoon.

H. S. Chatfield of Rogers & Pyatt is again at his desk, after an absence of five weeks, a part of that time having been spent in London.

Schleffelin & Co. have obtained judgment against the Merchant Marine Hospital Service and against Charles J. Hoerle for \$142.73 and \$26.92, respectively.

Justin Keith, who manages the Western interests of J. L. Hopkins & Co., was in the city a few days ago. He went from here on a business trip to Canada.

The firm of Manheimer & Eben, 28 Gold street, has been dissolved by mutual consent, Mr. Eben retiring. Mr. Manheimer will conduct the business at the same address, under the name of J. Manheimer.

Thomas Tyrer of the Stirling Chemical Work, Stratford, England, is in New York to attend the meeting of the Society of Chemical Industry. Mr. Tyrer was president of the society from 1895 to 1896 and has held some office in the society since its organization some 20 odd years ago.

The firm of Heron & Zinnel, who have conducted the business known as the Lakewood Pharmacy, at Lakewood, N. J., has been dissolved, Dr. A. M. Heron retiring, and William Zinnel continuing the business under the title of the Lakewood Pharmacy.

The printed volume of the Proceedings of the New York State Pharmaceutical Association for the year 1904 made its appearance last week and afforded evidence of the dispatch with which Secretary Swann means to dispose of his secretarial duties.

Miss Frances C. Allison, eldest daughter of William O. Allison, was married to Arnold M. Probst on Wednesday, July 20. Mrs. Probst is known to many of those who attend the annual meetings of the National Wholesale Druggists' Association, as she has attended several of these conventions.

The Board of United States General Appraisers has overruled the protest of importers against the payment of duty on ginseng root imported by Chinese firms at San Francisco. The Collector assessed duty at one-quarter of a cent per pound and 10 per cent. ad valorem. The importers claimed the goods were entitled to free entry as crude drugs.

Francis D. Millet, the noted artist of this city, has finished a life size portrait of the late William M. Warren, who was general manager of Parke, Davis & Co. The portrait has been sent to Detroit, where it will be placed in the directors' room at the firm's main offices. A life size portrait by the same artist has been placed in the manager's office at the New York branch.

A very clever idea in picture cards was on exhibition at Fred C. Schnibbe's pharmacy, 96 Kingston avenue, Brooklyn, last week. It consisted of a piece of deal board of the size of a postal card, on which the address was burned in with a pyro-

graphic pencil. The reverse side bore the greeting: "Pound away, Fred! You'll get there. Bill." The figure of a donkey in transfer colors with the outline of a mortar and the caption "Druggist" underneath left it in doubt as to whether the addressor or the addressee was indicated.

Dr. W. C. Abbott, president of the Abbott Alkaloidal Company of Chicago, and Norman B. Harris, manager of the New York office, returned last week after a three months' European tour, during which they covered Ireland, the South of England, Switzerland, the southern portion of Germany, Holland and Belgium. The tourists had most delightful weather, as during all their stay on shore it did not rain a single day, though it rained occasionally at night. Both travelers returned looking much improved by and delighted with their outing.

WESTERN NEW YORK.

Erie County Elects Officers—Direct Contract Plan Indorsed—Price Cutting Goes Steadily On—Peruna Seeks to Stop Price Cutting—Tea and Coffee as Drug Store Side Lines.

(From our Regular Correspondent.)

Buffalo, September 1.—At the annual election of the Erie County Pharmaceutical Association, held in Buffalo yesterday, the following officers were chosen:

President—F. A. Darrin.

First Vice-President—Oscar Rydstrom.

Second Vice-President—C. E. Anthony.

Secretary—P. M. Lockie.

Treasurer—J. L. Perkins.

Delegate to N. A. R. D. Convention (St. Louis, October 10)—J. A. Lockie.

Delegate Lockie was instructed to advocate adoption of direct contract plan between manufacturers and retailers. While the Erie County association is making no effort to stem the tide of price cutting, it is watching the progress of this cut-price craze, and will take a hand in it as soon as any prospect of success appears. The chief obstacle at present is a department store which is fighting trading stamps, and will sign no agreement till they are thrown out. Still, there are signs of great weariness on part of stores that are trying to make profits on losing prices. One new store with a fixed expense of \$50 a day is likely to be among the first to give up cutting.

The Peruna Drug Company, finding Buffalo one of the chief price-cutting centers—their preparation often being sold at 25 cents—has invited Delegate J. A. Lockie to a conference on the subject at Columbus, O., September 6, in the hope of devising some plan for adjusting prices. Of course, such a chance of advocating the direct contract plan will not be lost. R. K. Smither was invited, but declined to go, as he is not now a member of the Executive Committee of the N. A. R. D.

Buffalo retail druggists report no improvement in trade. Summer has been too cool for good sales of ice cream, soda water and such specialties, and cut prices have done the rest. Still, some profit has been made, and there is no sign of distress anywhere.

The Empire State Drug Company of Buffalo has declared a 6 per cent. dividend. As this is really a second profit on goods sold by the company's stockholders only, it is called especially good. Profits last year were laid out in machinery for increasing manufacturing facilities.

OUTLOOK ENCOURAGING.

Late reports from the Erie County Pharmaceutical Association find members very hopeful in regard to price agreement. It is said that the Hengerer department store talks of throwing out trading stamps, and then agreement is easy.

Enterprising Buffalo druggists are putting in tea and coffee, and say it will be common before long. It is said that one drug firm sold two thousand pounds of coffee in a month lately. The profit is good and packages are received weighed out, bearing the druggist's name.

NORTHERN OHIO.

Marked Improvement in Business—Newspapers Join in Condemning Sale of Narcotics—President Hopp Keeps Up His Activity.*(From our Regular Correspondent.)*

Cleveland, Ohio, August 29.—Wholesale drug houses report an improvement in business since the first of this month, both in the city and throughout the territory they cover. They state that the increased sale is noticeable in a general line of goods and not in any one particular thing or class of articles. June and July were very dull, but up to that time the business had been good. The salesmen believe that from now on they will have a successful business. Politics do not seem to be cutting much of a figure in any line of business just now, and the resumption of operations among the iron and steel mills will soon have a good effect. Within the last two or three weeks the furnaces and men of the mills here, at Lorain and in the Mahoning Valley have begun work, after being idle for some time. As Northern Ohio depends to a large extent on the iron and steel industry, this will make quite a difference.

AN ENCOURAGING STATEMENT.

Orr, Brown & Price, of Columbus, are quoted as saying that they do not anticipate anything but a good business this fall. They said the first six months of the year were ahead of the same period last year. During the summer months the collections have been a little slow, but always are, for that matter. Insurance, taxes and other things of the kind absorb the money just now, but they will improve during the fall months. The presidential election will not seriously disturb matters. The only effect the war in the East has had on the drug trade is to increase the price on a few articles that are produced right at the seat of the trouble. Camphor, which advanced to over \$1 a pound, is now back to 65 cents, or within 10 cents of where it was before. Other things have gone through about the same experience, which is largely the result of bulling the market, rather than an increase due to the duty placed on the articles.

AGITATION AGAINST THE SALE OF NARCOTICS.

The Cleveland Plain Dealer had a strong editorial a few days ago on the sale of poisonous drugs, such as opium, cocaine and other things used as stimulants, by irresponsible persons. Officers in Toledo have discovered that certain persons have built up quite a large trade in such drugs. People who use them secretly prefer to buy of such people, because they feel that they are less liable to be discovered. It is understood that there are places in this city where these drugs can be purchased also, although it would probably be a hard matter to trace them down. This paper says the sale of such drugs to young people has a far more baneful effect than intoxicating liquors and there is little danger of making a law too severe for the punishment of those who engage in the business. Reputable druggists will not sell to persons for the uses designated, especially to young people, and they find their only source of supply among these persons who have no authority to handle drugs and poisons of any kind. The authorities are urged to keep a careful eye on this practice and break up every place that is engaged in it, sending the persons to prison or taking other measures that will prevent the ruin of the young people of the cities.

THE ANNUAL OUTING.

Everybody went to the annual outing of the Northern Ohio Druggists' Association, which was held at Avon Beach on August 19. The members turned out in large and enthusiastic numbers and the day proved an ideal one, both as to weather and fun. The various comic contests and athletic events were made particularly interesting by donations from a number of manufacturers, whose names are given below:

Swindell Bros., Solon Palmer, Andrew Jergens, Burroughs Bros. Mfg. Company, Mallinckrodt Company, Fairchild Bros. & Foster, Emerson Drug Company, Paris Medicine Company, Berdan & Co., Weldman Company, J. A. Rigby Cigar Company, Eldridge & Higgins Company, Shields & Wertheim, E. A. Schellentrager, McHenry Pharmacal Company, W. H. Haake, Bar-Ben Remedies Company, Hance Bros. & White, Orangeline Chemical Company, R. & W. Jenkinson Company, Newton Bate, Hull & Ruckel, Schuster Wine Company, Parke, Davis & Co.,

Eisenlohr Bros., Merck & Co., Duroy & Haines, Pompelan Mfg. Company, Wallace & Schwarz, Smith, Kline & French, Lilly & Co., Horlicks Food Company, Gerhart Mennen's Chemical Company, Sharp & Dohme, Baer-Wolf, Centaur Company, A. J. Wenham's Sons, Coca-Cola Company, Wm. Edwards Company, Alcock Mfg. Company, Bauer & Black, Zipp Mfg. Company, Cleveland Store Fixture Company, Pacific Coast Borax Company.

Results of the Pennsylvania Examination.

Secretary Charles T. George of the Pennsylvania Board of Pharmacy advises us that over half of the candidates who took the examinations at Williamsport July 19 passed. The total number examined was 155, and of these 87 have been granted certificates as registered pharmacists and qualified assistants. Fifty-six of the 101 who took the examination for registered pharmacists' certificates passed, and 31 of the 56 examined for qualified assistants' certificates were successful.

Certificates were awarded the following:

REGISTERED PHARMACISTS.

William McConaghy, Guy R. Eddy, Grant W. King, all of Allegheny; George L. Miller, Pittsburgh; Howard R. Lytle, Wilmerding; Francis M. Rockwell, Braddock; John A. Weber, Butler; Arthur W. Day, Washington; Charles H. McLaughlin, Lebanon; George C. Fegely, Reading; Milton C. Rohrbach, Hanover; Elmer D. Quickel, York; Sol. C. Seff, Northumberland; Arthur F. DeLong, Lewisburg; W. James McNamee, Williamsport; Harris Linn Taylor, Scalp Level; Warren S. Tyson, Norristown; George S. Jones, Frank J. Jones, George A. Brown, Frederick W. Terppe, all of Scranton; Walter W. Bender, Lock Haven; Jerry W. Leedom, Hollidaysburg; Lewis H. C. Gerould, Towanda; William M. Jones, Shamokin; John Marshall Huber, Mount Carmel; Walter O. Waite, Sugar Notch; Alfred James Benson, Austin; Ralph M. Kiefer, East Brady; John S. Eby, Newport; Philip W. Banker, Frederick D. Hilleman, Charles Jerome Gallagher, William Pattison Gardner, Frederick Ralph Calley, all of Wilkes-Barre; George W. Truitt, Boothwyn; Gazer Victor Liptak, Freeland; Clyde Irvine Glover, Shenandoah; Burton P. Gerould, Bath, N. Y.; Edward C. Tracy, Waverly, N. Y.; Louis James Cohen, Brooklyn; William L. O'Brien, New York, N. Y.; Washington C. W. Zepp, Burlington, N. J.; Edgar King Ziegler, Frederick L. Gelger, B. Forrest Ginder, William Scalella, Edwin Henry Yeagley, Leopold L. Smith, Herman Weber, William B. Riegel, David F. Shull, Jr.; John C. Joos, William Hebden, John I. P. Troxell, Merrit B. Shultz, all of Philadelphia.

REGISTERED QUALIFIED ASSISTANTS.

Henry G. Reuwer, Harrisburgh; Raymond N. Graeff, Clarence Roy Fox, of Lebanon; Charles A. Weber, Reading; Raymond Greely, Joseph A. Shelley, Howard M. Cobb, August Henry Borr, Lionel C. Ernest, all of Scranton; Lee Elsworth Hyres, Northumberland; Kenneth L. Grange, Muncy; Charles Elmer Smith, Leechburg; William H. Reisch, Ashland; Harvey W. Northrup, Monroeton; John C. Gallagher, Shenandoah; Walter E. Dittmyer, Harper's Ferry, W. Va.; Richard A. Harris, Luzerne; Gerald Alston Snyder, Clarence Wallace Dooley, both of Williamsport; William Charles Bea, Hawley; Robert M. Ketty, Altoona; Johann Albert Norstedt, Jr., Mount Carmel; Guy Nathan Mumaw, Hazleton; Cyrus Reeves Siegfried, Warren; Edward Trust, Pittsburgh; Dora Rubin, Anthony Ricca, William A. Dreebelbis, Thomas F. A. O'Conner, Louis Green, William John Lenters, all of Philadelphia.

The next meeting of the board for the examination of applicants for registration will be held in the Philadelphia College of Pharmacy, Philadelphia, and in the Pittsburgh College of Pharmacy, Pittsburgh, on Saturday, October 15, 1904.

All applicants for registered pharmacists' certificates must make application for blanks and instructions at least ten days before the date of examination to the secretary, Charles T. George, Harrisburg, Pa., always stating where they desire to be examined, at Pittsburgh or Philadelphia. Applicants for registered pharmacist's certificate must be 21 years of age and have had four years' experience in the retail drug business, and qualified assistants must be 16 years of age and have had two years' experience in the retail drug business.

THE SOUTH.

Satisfactory Progress Being Made in Arranging for the N. W. D. A Meeting—Attendance Expected to Break All Records—Newspaper Offers a Free Scholarship at the New Orleans College of Pharmacy.—N. O. Association Names Delegates for St. Louis.

(From our Regular Correspondent.)

New Orleans, La., August 29.—The several sub-committees appointed by Chairman Arthur R. Parker, of the general committee in charge of the arrangements for the convention of the National Wholesale Druggists' Association, are at work attending to their respective duties. Already a programme has been roughly sketched, and, it is thought, will be shortly adopted. This programme is not yet ready for publication and will not be so for the next 20 or 30 days. However, it was said by a number of the committeemen that matters were progressing satisfactorily and that everything possible was being done for the reception and entertainment of the visiting delegates. There are strong indications that the attendance at the coming convention will break all records. Many druggists throughout the South who have never before attended a convention of the association have signified their intention of attending. From this it is drawn that the attendance will break all records. Chairman Parker is at present out of the city. He will not return for 15 days. At the end of that time he will take up his part of the work, and all arrangements will be completed before the convention is called to order in November.

A FREE SCHOLARSHIP.

One of the local afternoon papers has offered a free scholarship in the New Orleans College of Pharmacy, to be awarded the young man or woman who receives the most votes during the contest. There are now about 35 contestants, and the fight is still young. Before it closes a number of others will in all probability enter.

DELEGATES TO THE N. A. D. D.

The New Orleans Pharmaceutical Association at its meeting held Friday, August 19, elected George W. McDuff, C. D. Sauvinet, A. O. Kaczorowski, John E. Scott and M. T. Breslin delegates to the convention of the National Association of Retail Druggists. At the same meeting a resolution instructing the delegates to vote for the proposed increase of the per capita paid by each druggist, was adopted. The present per capita is \$2. The New Orleans delegation will go instructed to vote for \$4 as the minimum, and as much more as the National Association sees fit.

Besides appointing these delegates and adopting the resolution the association did little business at its meeting. Routine business was transacted, and regular reports were heard. Much interest having been manifested in the appointing of delegates there was a good attendance on hand.

MERE MENTION.

Kahn, Well & Co., Limited, is the name of a new firm recently organized at Erwinville, La. From all accounts the new company is prospering.

Edmond Richard, the efficient pharmacist of the firm of Richard & Martina, Fort Donaldsonville, La., is out again after several days' illness.

It is understood Dr. J. A. Pujos, of Schriever, La., intends rebuilding his drug store which was destroyed by fire some months ago.

C. C. Rybicki, formerly employed at Donaldsonville, La., has moved to Lake Arthur, La., where he has established a store on his own account. He is said to be doing well.

Trade here is quiet. It is, however, holding up to the standard, and there are indications it will brighten up in a short time.

Dr. Phillip Asher, the popular dean of the College of Pharmacy here, returned last week from the World's Fair. He was there about two weeks, and says he spent a pleasant time.

Dr. Isaac Irwin, a 1904 Tulane graduate in medicine, is one



Ephraim Plummer.

One of the Oldest and Most Valued Representatives of the Firm of Parke, Davis & Co.

Ephraim Plummer, the energetic subject of this sketch, first saw the light of day in 1845 at London, Ont. He had the ordinary experiences which fall to the lot of youngsters, and was apprenticed to an apothecary at the age of 13. Mr. Plummer states that there was a great disparity in the equipment and methods of the old time shops compared with those of the present day, but the work was of a practical kind and he gained much valuable information. Aniline dyes were unknown in those days, and our apprentice spent much of his time in parcelling quantities of madder, logwood chips, copper sulphate and other materials used in dyeing. Later he got an insight into the details of the jobbing business by securing employment with a wholesale firm in Toronto. After another experience in the retail business he realized the necessity of a change of vocation, and he engaged in the collection of native drugs, marketing tons of slippery elm bark, mandrake, bloodroot, gold thread, &c. He then operated a store for about six years in London, Ont. Here the chase for the wary nickel and the accommodation of postage stamp and directory fiends brought on ill-health and he disposed of his business. For a few years he was free from the cares of the drug trade, until early in 1899 he became a knight of the grip, since which time he has been propounding the theory and practice of commercial and professional integrity as exemplified by the house of Parke, Davis & Co. During his term of service he has traveled through a greater portion of Canada and a majority of the States east of the Rockies. He has served in various capacities as necessity demanded, to the credit of himself and the success of his house. Mr. Plummer is still pushing the Parke, Davis & Co.'s interests with characteristic vigor, and at present is connected with the New York office.

of the late additions to the medical fraternity of Donaldsonville, La.

A. S. Breaud, formerly of Opelousas, La., has moved to Garyville, La., a new town on the Yazoo & Mississippi Valley road.

E. L. and L. B. Diez, the well-known uptown druggists, have returned from the World's Fair. Many of this city's prominent drug men have visited the Fair, and others are going. A number of them are in St. Louis now.

M. T. Breslin, president of the Orleans Pharmaceutical Association, is renovating and remodeling his drug store at St. Peter and Dauphine streets, this city. The building occupied by Mr. Breslin was a one-story affair. Another story is being added, and the store will be considerable enlarged.

The Drug and Chemical Market

The prices quoted in this report are those current in the wholesale market, and higher prices are paid for retail lots.
The quality of goods frequently necessitates a wide range of prices.

Condition of Trade.

New York, September 3, 1904.

The drug and chemical trades have been generally quiet during the period under review. Dealers continue to display marked conservatism in making purchases, though in a few lines the movement gives no cause for complaint. In some lines the market has taken on a firmer tone, and we are able to record advances in staples like ergot, cantharides and certain of the seeds. The prevailing weakness in menthol is difficult to account for considering the situation at primary sources of supply. The indications for the fall are regarded as favorable for increased activity. The principal fluctuations of the past fortnight are noted below:

HIGHER.

Ergot,
Cantharides, Russian.
Nux vomica,
Santonin,
Sassafras bark,
Sassafras oil,
Celery seed,
Coriander seed,
Fenugreek seed,
Buckthorn bark,
Bloodroot,
Dandelion root,
Arnica flowers,
Opium,

LOWER.

Menthol,
Codliver oil,
Gentian,
Jalap,
Cascara sagrada,
Spermaceti.

Drugs.

Alcohol, both grain and wood, are without change of consequence, either as regards price or demand; values are maintained at the full range established by the combination of producers, grain being quoted at \$2.45 and \$2.47, and wood at 60c to 65c.

Arnica flowers are offered with some reserve in view of the scarcity of stock supplies, and the better grades are held at an advance to 9½c to 10c.

Balsams.—Copaliba is being purchased freely in small quantities, Central American being given the preference, and values appear well sustained at the range of 31c to 35c. Para is a trifle neglected, but 35c to 37c is yet named, as to quality and quantity. Fir, Canada, is quoted at \$3.40 to \$3.60, and Oregon at 90c to \$1.00. Tolu is maintained at the previous range, but sales are made in a limited jobbing way only.

Barks.—Buckthorn is irregular and quotations range from 5½c to 7c. Cascara sagrada is in better supply. Large shipments of the 1904 crop have recently come to hand and offer at 8½c in carload lots; sales of old bark have been made up to 16c, while last year's crop is held at 10c. Sassafras is firmer and higher, owing to scarcity, dealers now asking 11c to 12c. Wild cherry is quiet, but values are well sustained at the previous range of 5½c to 7½c, as to quality.

Buchu leaves, short, are receiving increased attention, and values are steady at 16c to 18c.

Calendula flowers show increased firmness, with old crop goods on spot quoted at 24c to 28c and new crop to arrive up to 40c; very little is coming forward.

Cantharides, Russian, continue to meet with increased attention, and holders offer sparingly at an advance to \$1.00, in the face of the limited available supply. Chinese are quiet and nominally unchanged at 37½c to 39c.

Chamomile flowers continue in moderate jobbing demand and firm at 11½c to 15c for new crop, and old German at 9c to 9½c. Roman held to 10c to 16c, as to quantity and quality.

Codliver oil is selling in a small retail way only, and the

tone of the market is weak, with \$44.00 now openly quoted for one brand.

Cuttlefish bone is irregular and unsettled, owing to competition, with Trieste held at 15c to 16c and Jeweler's, small and large, quoted at 40c to 54c and 45c to 50c, respectively.

Ergot continues on the upward grade and some speculative business is reported to have taken place, following the receipt of cable advices confirming previous reports of a rising market abroad. While a few lots of Russian might be had at 39c, the general asking price is 40c, and Spanish is quoted at 41c to 42½c.

Coca leaves are in limited jobbing demand only, but values are well sustained for Truxillo at the range of 16½c to 18c, as to quality and quantity; Huanuco held at 28c to 30c.

Guarana is quite inactive at the moment, but prices are nominally unchanged at the range of 65c to 67½c, as to quantity.

Juniper berries are without improvement, the trade requirements being yet small and unimportant at the current range of 2c to 2½c, as to quality and quantity.

Lycopodium is rather neglected, but prices are well maintained, in view of the firm position of foreign markets and scarcity of spot supplies; we quote 69c to 70c, as to brand.

Manna remains quiet and the market is easier, though prices are quotably unchanged; large flake held at 45c to 50c; small flake, 26c to 28c, and sorts at 24c to 25c.

Menthol still shows an unsettled market, and it is difficult to give quotations. The downward tendency which set in a month or so ago has persisted, and while the open quotations of the market have not fallen below \$3.45 it is well known that business could be done for less on a firm bid. Sales in a limited jobbing way are making at \$3.50. The market is disturbed by competition and the freer offerings of supplies from primary sources. Some in the trade believe that Japan is unloading supplies because the Government needs the money.

Nux vomica is attracting rather more attention and sales have been fairly numerous since our last, leading to increased firmness and an advance on quotations to 2½c to 3c.

Opium is doing rather better, the receipt of firmer cables from Smyrna influencing local holders to advance the inside quotation on cases to \$2.67½ and broken lots at \$2.70 to \$2.72½. Powder is unchanged, at \$3.30 to \$3.35, as to test, quantity and seller. What little demand existed prior to the advance has now been checked.

Quinine has been in rather better demand the past fortnight, the bulk of the business, however, being between manufacturers and importers. Outside business is practically suspended, owing to the lack of difference between the quotations from second hands and the prices of the makers. While manufacturers' quotations are unchanged, on the basis of 21c for bulk in 100 ounce tins, outside holders are turning down orders for German or Java below 21c.

Santonin is held with increased firmness, in the face of stronger advices regarding the position of the raw material, the crop of Russian wormseed being reported short. Meanwhile, sales are making at the former range of \$7.70 to \$7.90 for crystals and \$7.90 to \$8.10 for powdered, as to quantity. As we go to press word is received that the expected advance in values has materialized. Santonin crystals are now quoted at \$8.05 for 25-lb. lots and \$8.10 for smaller quantities; powdered is held at \$8.25 to \$8.30, as to quantity. These figures mean an advance of 35c a lb.

Spermaceti has weakened in the interval and quotations for block and case are fractionally lower, the former being held at 20c to 20½c and the latter from 20½c to 21c.

Tonka beans are meeting with a fair amount of attention, but values are barely steady, in the face of plentiful stock accessions; Angostura quoted at 64c to 65c, Surinam at 24c to 25c and Para at 14c to 17c, as to quality and quantity.

Vanilla beans, Mexican, are finding about the usual jobbing outlet and values are fairly well sustained, despite the fulness of present stock; whole beans are quoted at the previous range of \$3.75 to \$3.50 and cuts at \$2.50 to \$3.50; Bourbons held at \$1.50 to \$5 and Tahitis at 60c to 80c.

Chemicals.

Acetate of lime has been in moderate demand, with sales of brown at \$1.10 to \$1.15 and gray at \$1.60 to \$1.65.

Acetone has been advanced in the interval, owing to the increased cost of raw material, and 12c is now named for drums.

Arsenic, white and red, is in small supply and held slightly higher in instances, the jobbing price of the last named variety being now 6 $\frac{1}{2}$ c to 7 $\frac{1}{2}$ c.

Bleaching powder is passing out actively, on contract orders, and the market is firm, at \$1.25 to \$1.50.

Blue vitriol remains quiet, but manufacturers' prices are well sustained, at 4 $\frac{1}{2}$ c, while 4 $\frac{1}{2}$ c remains the jobbing price.

Carbonate of potash is reported firmer in foreign markets, but values here are unaffected, the business passing being of small proportions.

Chlorate of potash is meeting with a fair, active inquiry, and the market is firm in tone, at 7c to 7 $\frac{1}{2}$ c for crystals and 7 $\frac{1}{2}$ c to 7 $\frac{1}{2}$ c for powdered.

Cream of tartar is finding more sale in a jobbing way, at unchanged prices, or say, 24 $\frac{1}{2}$ c to 24 $\frac{1}{2}$ c for crystals and 24 $\frac{1}{2}$ c to 25c for powdered.

Nitrate of soda is in moderate demand and values are steadily maintained at \$2.15 to \$2.20 for spot and \$2.17 to \$2.17 for forward.

Oxalic acid is less freely offered and the market shows a stronger appearance, with business at 5 $\frac{1}{2}$ c.

Quicksilver is selling quite freely within the somewhat wide range of 55c to 60c.

Saltpetre, crude, is in better supply and the market is a shade easier in tone, with the quotation for lots ex-store reduced to \$3.70.

Tartaric acid is without important change, except that there has been slightly more demand, and the business passing has been at 31 $\frac{1}{2}$ c to 31 $\frac{1}{2}$ c for crystals and 31 $\frac{1}{2}$ c to 32c for powdered.

Essential Oils.

Anise, in sympathy with other Chinese products, continues to reflect an upward tendency, and quotations have been advanced since our last to the range of \$1.20 to \$1.25, with sales reported at this quotation.

Camphor is in moderate demand and firm at the recent advance to 10c to 11c.

Cassia has attracted considerably more attention during the interval, and prices are generally higher, the range for 75 to 80 per cent. being now 72 $\frac{1}{2}$ c to 75c, while 80 to 85 per cent. commands 75c to 77 $\frac{1}{2}$ c.

Cedar has attracted some attention since our last, and we hear of numerous sales of pure at 75c to 85c, and of red at 20c to 25c.

Citronella is maintained at 24c to 26c, though only jobbing sales are reported.

Cubeb continues quiet, but the price is maintained at 75c to 85c.

Lemon and other Messina essences appear to be neglected. Advices from our Messina correspondent, under date of August 17, report a fairly firm market, with transactions at 2s 3d to 2s 3 $\frac{1}{2}$ d per lb. for prompt delivery; 2s 5d is asked for new oil, but prospective buyers do not offer more than 2s 4d, and no business results. The opinion prevails that the market will be maintained in strong position until the arrival of new oil. Quotations for bergamot are 8s 3d to 8s 6d, and sweet orange at 6s 9d to 7s.

Peppermint shows increasing firmness, and there is a noticeably stronger feeling as the result of advices reporting frost in the growing districts; one of the principal dealers in the West has advanced his price to \$3.75 to \$4.00 for case oil. HGH is maintained firmly at the range at \$3.87 $\frac{1}{2}$ to \$4.25.

Rose has advanced in the interval under the influence of adverse crop reports and higher primary markets. The revised range is \$4.00 to \$4.10.

Sassafras, natural, shows an advancing tendency, influenced by scarcity, and nothing now offers below 60c, with up to 65c asked in a small jobbing way. Sales of artificial are making at 29c to 31c.

Wintergreen is held with increased firmness, but prices are unchanged on the basis of \$2.00 to \$2.50 for natural and 38c to 40c for synthetic.

Gums.

Aloes continue in demand and values are generally firmer, under the influence of dwindling spot supplies, Curacao being maintained at 3 $\frac{1}{2}$ c to 4c, and Cape at 10c to 18c, as to quality and quantity.

Arabic of the various grades is held with more firmness, though no actual price changes have occurred; most of the movement is in sorts, which are held at the range of 5 $\frac{1}{2}$ c to 8c.

Asafetida is in improved demand and steady, at the range of 19c to 22c.

Camphor has been in good demand during the interval and values for refined rule firm on the basis of 62c for barrels and 62 $\frac{1}{2}$ c for cases.

Gamboge continues in moderate jobbing request, within the range of 72 $\frac{1}{2}$ c to 75c for pipe, as to quality and quantity.

Myrrh does not vary from 22c to 30c, though business is of a moderate character.

Sandarac is taken more freely, in view of the advance in shellac, and values show an upward tendency, with 18c to 19c now asked.

Tragacanth is meeting with a fair, steady increase, at unchanged prices, or say, 29c to 80c for Aleppo and 35c to 90c for Turkey.

Roots.

Blood has continued in demand, and the increased inquiry, coupled with limited stocks, has induced holders to advance the inside limit to 11c.

Dandelion, German, is advancing into a firmer position, and 8 $\frac{1}{2}$ c appears to be inside for spot goods, while 7 $\frac{1}{2}$ c is asked for goods to arrive.

Gentian has eased off a trifle and finds sale in moderate quantity only at 4 $\frac{1}{2}$ c to 4 $\frac{1}{2}$ c.

Ginseng is coming forward very slowly and prices are firmly maintained at the quoted range of \$4.75 to \$7.50, as to quality and quantity.

Golden seal is firmer, owing to scarcity, nothing now offering below \$1.50, while up to \$1.60 is asked for the limited available supply.

Jalap is coming to hand in small lots and is quoted at 11 $\frac{1}{2}$ c for new, while old is offered with reserve at 12c to 12 $\frac{1}{2}$ c.

Ladyslipper continues held and selling at 20c on spot, but supplies are offering from the West at 16c, laid down here.

Sarsaparilla, Mexican, shows no important variation; sales at 12 $\frac{1}{2}$ c to 13c, as to quality and quantity.

Senega is finding sale in a small way only, but values are well sustained at the range of 70c to 72 $\frac{1}{2}$ c.

Serpentaria is in fair request, but without price change, at 36c to 39c.

Seeds.

The tendency of prices on most druggists' seeds is upward. Coriander shows several advances, and sales at the close were at 6c to 6 $\frac{1}{2}$ c for natural, and 6 $\frac{1}{2}$ c to 6 $\frac{1}{2}$ c for bleached, as to quantity. Canary has advanced in the interval to 6 $\frac{1}{2}$ c to 6 $\frac{1}{2}$ c for Smyrna and 6 $\frac{1}{2}$ c to 7 $\frac{1}{2}$ c for Sicily. Fenugreek is firmer, in sympathy with advices from Morocco to the effect that the crop this year is a total failure; held at 2 $\frac{1}{2}$ c to 2 $\frac{1}{2}$ c. Hemp is jobbing at 2 $\frac{1}{2}$ c to 2 $\frac{1}{2}$ c for Russian.

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PHILADELPHIA.

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TABLE OF CONTENTS.

EDITORIAL COMMENT.....	181
EDITORIALS:	
The American Pharmaceutical Association Meeting.....	182
The Washington Promise.....	183
ORIGINAL COMMUNICATIONS:	
Prescription Talk, by J. T. Pepper.....	184, 185
Water Analysis, by James O. Jordan.....	185, 186
Tests for Purity of Codliver Oil, by E. H. Gane.....	186, 187
Chemical Examination of Cascara Bark, by H. A. D. Jowett.....	187, 188
BRITISH PHARMACEUTICAL CONFERENCE PAPERS:	
Standardized Extract of Hyoscyamus, The Coloring Principles of Rosa Gallica, Infusion of Calumba, The Determination of Boric Acid.....	188
"Note on Radio-Activity," Linimentum Potassii Iodidi, Nux Vomica Research, Theobroma Emulsion, Uric Acid Determination, Gymnema Leaves, The Assay of Digitalis, Pharmacopœia Desiderata, Standards of Purity for Medicinal Preparations.....	189
QUERIES AND ANSWERS:	
Elixir of Glycerophosphates, Chinese Wood Oil, Gualacal Carbonate and Ichthyol in Combination, Dithymol Diiodide, "Liquid Phosphorus," The Solubility of Ferrous Iodide in Alcohol, The Solubility of 95 Per Cent. Alcohol in Codliver Oil, "Camphene" Sparklets, Producers of Ammonia.....	190
DEPARTMENT OF BUSINESS BUILDING:	
"Boulet" Mailing Cards, Advertising from H. H. Hay's Three-Cornered Pharmacy.....	191, 192
ANNUAL MEETING OF THE SOCIETY OF CHEMICAL INDUSTRY.....	193-196
ANNUAL MEETING OF THE AMERICAN PHARMACEUTICAL ASSOCIATION.....	197-213
NEWS OF THE DRUG WORLD.....	214-217
REVIEW OF THE DRUG AND CHEMICAL MARKET.....	218, 219

EDITORIAL COMMENT

ARE FOOD PRESERVATIVES BENEFICIAL?

Not a few members of the American Pharmaceutical Association who attended the recent meeting at Kansas City will be apt to dissent from the paradoxical views expressed by Dr. Robert G. Eccles, of Brooklyn Borough, New York, in his paper on the use of salicylic acid as a food preservative, and we doubt not that some of the members will protest against being placed in the position of indorsing his views on this particular subject, a position which

will be forced upon them by the acceptance of the paper by the association and its publication in the Proceedings. Hitherto the advocates of the use of salicylic acid as a food preservative have usually contented themselves with the assertion that the acid did no harm to the human system. Dr. Eccles goes considerably farther, for he declares in his paper that the prohibition of the use of such preservatives as salicylic acid is a crime against the health of the community! He bases his belief upon a study of the vital statistics of the several States of the Union, those States which prohibit the use of food preservatives having, according to his figures, a much higher death rate from intestinal diseases than the States in which the use of salicylic acid and other food preservatives are not interdicted. Dr. Eccles has advanced more than one curious theory aforetime, but this latest of his will surely astonish the officials at Washington, who have been at such pains to investigate and report upon the injurious action of preservatives used in foods.

THE HEALTH DEPARTMENT AND THE SALE OF POISONS.

Our news columns contain a very full and informing account of the action taken and about to be taken by the organized pharmacists of this city looking to the repeal of the ordinance

adopted by the New York Health Department prohibiting the sale of carbolic acid at retail in solutions stronger than 5 per cent. We think the Health Department has greatly exceeded its legitimate functions in undertaking to regulate the sale of any poison, since authority for the supervision and regulation of the sale of poisons in this State is expressly vested in the State Board of Pharmacy by act of the Legislature. We feel certain that if proper representations had been made to the board by the officials of the Health Department action would undoubtedly have been taken looking to a restriction of the sale of the poison in question without any accompanying infringement of the rights of pharmacists, discrimination in favor of physicians or other unfairness. As one way out of the difficulty, we may suggest that it would not be a difficult matter to place carbolic acid among the list of poisons enumerated under schedule A in the poison section of the Pharmacy Law, the sale of which would then be surrounded with such difficulties as to deter intending suicides from its purchase. This is, however, only one of the half a dozen ways in which the sale of the acid could be regulated, and we trust that Commissioner Darlington will see the wisdom of rescinding his "suicide preventive measure" after a talk with the representatives of the various pharmaceutical associations who are to wait upon him for that purpose this week.

IS RADIUM THE LONG-FOUGHT-FOR PHILOSOPHER'S STONE?

We have touched in "Comments" upon the likelihood of Sir William Ramsay making some new and startling announcement with regard to his work on radium and on the newer elements discovered by him. We had expected that these topics would form the subject of his presidential address to the Society of Chemical Industry, which held its annual general meeting in New York a week or so ago; but, as will be seen from the extended report of the meeting, which is printed elsewhere in this issue, Sir William—like Mr. Peary with his North Pole announcement—reserved his statement for the banquet of the society. The exact words uttered by Sir William are reproduced in our report, and to all who have failed to keep pace with recent progress in chemical theory they will be as cryptic or enigmatic as some of the inert elements of which

Sir William is the discoverer. To appreciate the full significance of the announcement it will be necessary for many who obtained their chemical education a few years ago to abandon the older conception of an atom as a particle incapable of undergoing further subdivision in chemical transformations; the older definition of an element as a substance which could not by any means be resolved into any simpler form of matter will also have to be discarded, for the discovery of radium and the composite nature of an atom has upset all this. Sir William Ramsay has repeatedly observed in his laboratory the transmutation of radium into helium through the disintegration of the radium atom. An enormous amount of energy is evolved during the operation, and Sir William concludes that such a transmutation as that of radium into helium should be reversible and elements of more complex structure built up by imparting a sufficient charge of energy to any atom. Radium is the only known source of such energy, and consequently comes nearer to what we moderns might consider the long-sought-for Philosopher's Stone than anything else in our ken.

The Kansas City Meeting.

A survey of the proceedings of the American Pharmaceutical Association at the Kansas City meeting brings out one fact in pleasing prominence—namely, an almost total absence of the anxiety regarding the future of the association which has made itself unpleasantly manifest during the past two or three years. On the contrary, there seemed to be a revival of confidence, which is a hopeful augury. The organization of still another section, that devoted to historical research, is one substantial evidence of the growth in interest of the organization, while the commercial section, which was for a time almost moribund, was the scene of very animated and interesting discussions on essentially commercial topics of a character calculated to interest the average druggist, who has to contend with the problem of free telephone service, profitless stamp sales and free directories.

In the Scientific Section the papers presented covered a wide range of interest.

THE SCIENTIFIC SECTION. From the quinhydrone hypothesis of plant pigmentation to Epsom salt is a tolerably wide range to be covered under the head of scientific matter, though it is probable that the paper on Epsom salt by Mr. Wilbert will be read by a somewhat larger number of pharmacists than will the somewhat recondite essay by Mr. Kremers. The subject treated of by Mr. Kremers, however, is one which is attracting considerable attention, and we quite recently published an abstract of an article on the subject of plant pigmentation from the pen of Henry Kraemer. The admirable article contributed from the Bureau of Plant Industry by Rodney H. True and W. W. Stockberger was particularly opportune as showing the practical application of Mr. Kremers' contribution. The voluminous and exhaustive report on the Chemical Examination of Cascara Bark by Dr. Jowett, of London, is a most valuable contribution. The report of the special committee which examined the samples of dithymol dilodide which had been submitted by the Committee on the Drug Market, and marked as adulterated at the last meeting, furnished a most complete vindication to the manufacturers of these samples, and Mr. Beringer is to be congratulated upon having proposed a method of examination which would leave the results beyond any shadow of doubt whatever, for the average results obtained by a committee composed of A. B. Prescott, of Ann Arbor; Edward Kremers, of Madison, Wis., and Charles E. Caspari, of St. Louis, would scarcely be called into question by any pharmaceutical chemist in the United States.

The fact that several States have already adopted anti-narcotic laws is the best evidence that the activity of this section on behalf of legislation in this direction was timely and well directed, and it is to be hoped that when other States follow in this direction they will avail themselves of the excellent work done by this section in the draft of the anti-narcotic law which was finally adopted in a slightly modified form at the Kansas City meeting. The most interesting matter presented at this section was the recently enacted law in New York State which requires that all candidates for examination by the Board of Pharmacy must be graduates in pharmacy. This radical step was hailed with acclamation from all sides as being the most important legislative enactment bearing on pharmacy of the past decade. The chairman, Mr. Mason, gave the measure his hearty approval, and this was followed by a formal vote by the section approving of the movement and the appointment of a committee to draft a prerequisite requirement law which would be generally applicable in other States.

PRACTICAL PHARMACY AND DISPENSING. The father of this section, Mr. Hynson, of Baltimore, who appears to combine with the functions of a father those of a mother and dry nurse, was very much perturbed at the proposal to merge this section with that on Commercial Pharmacy. To his mind the distinction between the two is very clear, and under his tutelage we have no doubt the section will return to the faith of the father and eschew such commercial things as were touched upon in Mr. Kirchgessner's interesting paper on Methods of Promoting a Prescription Business, and adverted to in the address of the chairman. Certain it is that with Mr. Hynson as spokesman the dry bones of dispensing notes take on life and color, and the infinite details of dispensing work assume an interest which few other speakers are able to impart to them. The essentially practical talk of Professor Scoville on the National Formulary preparations was also a most interesting feature of this section, and there seems to be abundant room for the continuance of the work so admirably begun by Mr. Hynson in St. Louis.

COMMERCIAL SECTION. The diverse character of the interests catered to by the association was shown by the keen interest taken in the discussion on free, public conveniences in this section. Here, indeed, the practical pharmacist, or, rather, the commercial pharmacist, was thoroughly at home, and the discussions brought out many ideas and suggestions which will mean an improvement in the profit and loss account of those who heard the discussion. The gentlemen interested in the quinhydrone hypothesis may look upon a discussion of the free use of directories and the sale of postage stamps without profit as being too entirely trivial to deserve mention, but these topics do interest the vast bulk of retail druggists, and it is well worth while for the association to encourage the discussion of everything that interests the man behind the counter.

THE HISTORICAL SECTION. The Historical Committee has been formally recognized as the Historical Section, and those who looked askance upon the initial effort in this direction three years ago were no doubt surprised to find that the attendance upon this Section was quite as full as that at any Section of the Association, taxing to the utmost capacity the room in which it was held, while the interest was maintained throughout the entire evening. Indeed, it is high time that some systematic effort be made to collate materials for future his-

torians, and the Historical Committee has already made an excellent beginning in this direction.

The change in the programme, as originally proposed by the Council, was promptly made by the members at the first general session, as was foretold in our issue of September 5, and it is to be hoped that the Council will in the future not place itself in the attitude of, apparently, attempting to override the expressed wishes of the association, whether this is done through accident or through design.

The election of J. H. Beal, of Scio, Ohio, to the presidency, is a well deserved tribute to the singular ability and energy which he has displayed in forwarding the interests of the Association since he first became a member at the Ashville meeting just ten years ago. Mr. Beal brings to bear on the problems of the Association a well trained and logical mind, abundant energy, applied in a quiet but effective manner, and through his almost continuous service on the Council for the past eight years, he has become thoroughly acquainted with every phase of the business of the organization of which he has now been elected the presiding officer. Having filled to complete satisfaction every office which he has held in the Association, it is only to be expected that he will acquit himself with unusual credit as a president, and we confidently look forward to a year of unexampled prosperity for the Association under his guidance.

The Washington Promise Plan.

At the close of the Washington, D. C., meeting of the N. A. R. D. about a dozen or so of the leading proprietary medicine manufacturers got together and decided to do something as individuals for the retail druggist. They promised to bring about better price conditions on their particular articles which constitute the "big sellers." Their plan was to secure the undivided support and co-operation of all the leading retail handlers of proprietary medicines and to get them to agree to observe a minimum price schedule below which they would not sell. The movement was to be national in scope, taking in all the large cities; it was not to be confined to New York, although it was realized that if New York could be brought into line the battle for better prices throughout the country would be more than half won.

The proposition was not new to the druggists of this city. Price restriction movements had been tried here before and had failed. The local trade was more or less skeptical over the outcome of the latest undertaking. But the manufacturers themselves had never before taken such a direct interest in any movement for the maintenance of prices, and this fact, coupled with the high standing and influence of the proprietors in the agreement and their expressed desire to help the retailer, encouraged the belief that something more successful and tangible would result from this effort than from previous attempts.

This promise was made, as has been said, at a meeting with representatives of retail druggists, delegates to the N. A. R. D. meeting at Washington, last year. The campaign was subsequently mapped out by the manufacturers at a conference in this city and the work was begun. Marked success attended the undertaking in some of the principal cities of the country, notably in Baltimore, San Francisco, St. Louis, Atlanta, Ga., and other places where a minimum scale was enforced.

In New York City conference after conference was held with representatives of all the leading firms, whose support and active co-operation is necessary in any such movement. The effort has all but succeeded. Every one of the largest handlers of proprietary medicines in this city agreed to adopt

and enforce a minimum scale of prices, and some of the largest firms made material concessions—more than they had ever made before—but, unfortunately, even these concessions are not sufficient to warrant the immediate enforcement of the so-called Washington Promise Plan in this city, and there is now little, if any, prospect of that plan being put into effect here. Still the work that has been done will undoubtedly prove of inestimable value in any plan that the manufacturers may now decide upon, for never since the movement was started to bring about better conditions in the proprietary medicine trade here have the larger handlers of patent medicines been brought so close together as they are at present, and that fact in itself is a long step in advance.

Just what course the manufacturers will now pursue to fulfill their promise remains to be seen. From time to time there has been talk in retail circles of "full prices," and there are those who believe that full prices could be enforced at once. But that millennium cannot be reached at a single bound. It would be absolutely unfeasible and bad business policy. The public has been educated to low prices, and full prices can only be restored, if at all, by gradual advances. The Miles' serial numbering full price plan may be a success on the line of goods that it covers in country districts; but that plan is confined to one manufacturer's articles, and is not much of a factor in the large cities. The adoption by other large proprietors of any serial numbering full price plan for the principal cities is quite a different proposition, and if attempted would be unalterably opposed by some of the big retail and other interests whom it is desirable and necessary to conciliate. In fact, it is safe to say that any attempt to restore full prices at once would completely undo all the good work that has so far been accomplished, at least in New York City.

If the Washington Promise Plan cannot be put into effect here, as is now quite evident, it would seem to be the better part of wisdom to try to secure higher, though not full, prices by adopting a minimum scale somewhat above the one that was contemplated in the Washington plan. Such an increase would probably be favorably received by the leading dealers here, and the obstacles encountered in trying to enforce the Washington plan would not stand in the way of such an increase. If the larger retailers and handlers of patent medicines would adopt a higher minimum schedule, as seems likely, the smaller retail druggists in districts removed from the large centers could undoubtedly get prices even above that minimum. It might be necessary to provide some form of serial numbering, but that is a detail which the manufacturers could probably work out satisfactorily.

A few days ago a conference was held in Columbus, Ohio, between the Executive Committee of the N. A. R. D. and representatives and officials of the Peruna Company. All members of the committee were present, except the member from New Orleans. The conference was called by the Peruna people, and advices from Columbus indicate that important matters of interest to the trade were discussed. Just what action, if any, was taken is not disclosed, but the conference, in view of recent developments, cannot help but be looked upon as significant.

While it is to be regretted that the Washington Promise Plan has not materialized in this city, it is gratifying to know that substantial progress has been made toward harmonizing the many diversified interests. The accomplishment of this alone speaks well for those who have been instrumental in bringing it about. The local retail drug trade will now anxiously await developments, particularly the next move on the part of the manufacturers.

[Written for the American Druggist.]

PRESCRIPTION TALK.

By J. T. PEPPER.

The prescription shown in Fig. 1 is not at all difficult to read or translate, neither does it present any dispensing incompatibility; but it is a good, plain, typical prescription. If all our prescriptions were as plain and as easy to read, translate and dispense as this one the path of the dispensing pharmacist would be robbed of its rough places and be made a delightful road to travel in. And yet to some druggists the fact that the directions are all written in Latin may make it look difficult.

R

Sodii Iodidat. 3j
 Sodii Bicarbonat 3ij
 Vin. Colchici Lem. 3j
 Symp. Auranti 3j
 Ag. Mentha Pip. 3ij
 Lyr 3j ex aqua
 4^{ta} quaque hora
 Sumenda

M. C.

Fig. 1.

The Latin is good medical Latin, perfect in every detail. Notice the usual sign "Sig." is written "Sig'r," intending to show that the whole Latin word is "Signetur," which when translated means "let it be written." A free translation might read: "Let it be written on the label." The next sign is plain enough, "3ss," one-half ounce, usually written on the label "one-tablespoonful." The next two Latin words are "ex aqua." Notice the little stroke over the "a," indicating that the "a" is pronounced long and that "aqua" is in the ablative case, governed by the preposition "ex." The translation is, "in water." The figure "4" with "ta" written after it stands for the word "quarta," meaning "fourth." A great many physicians would have written it in the English way, as follows: "4th"; but this physician, who must be a good Latin scholar, writes it "4ta," so as to show that he intends it for the full Latin word "quarta." The word "quaque," meaning "every" in this case, is sometimes met with in a little different form, as follows: "Quisque," "quæque," "quicque" and "quodque," but all meaning the same thing. "Hora" is the Latin word for hour, and is here in the ablative case, having the adjective "quarta" to agree with it. "Sumenda" is the Latin participle meaning "to be taken." Thus the directions for the label should be written "One tablespoonful to be taken in water every fourth hour."

The prescription shown in Fig. 2 at first appearance looks as though it would be difficult to read, but if you will just quiet your nerves and consider it in a cool, collected frame of mind I think that you will easily decipher it. A great many prescriptions which when first received appear to be difficult to make out are really, upon a little study, quite easy. The first

slanting downward stroke of the pen was evidently intended by the physician as a cross for the tail of the letter "R." The first word is "tablets." The first letter does not look like a capital "T," and if it is a small "t" it has not received the cross stroke. The next word is "Hydrarg," which is all plain enough except the last two letters, "r" and "g," which are run together. The next little contraction is "sub," for "submur," or the full Latin word "Submuriatis." Each tablet is to contain two grains of calomel. Instead of the usual Latin word "mitte" is written "send" in plain English. The number of tablets required to be sent is four. The abbreviation "sig." is not very plainly written, but we know what this scrawl must stand for from its location and the directions which follow. The figure "2" is used instead of the written word. The next little scribble is intended for the English word "every." Then there is another figure, "2," intended to be translated "second." The next little mark is intended for the word "or." Then the figure "3" with "rd" after it, meaning that it is intended to be translated "third." The last word is "night." The directions in full when written on the label would be as follows: "Two tablets every second or third night."

In the second prescription the first word is "acid," only the

Case Book 14 Page 262

For Mr. M'bonech 18717

R 1 tablet
 Hydrarg. dat.
 Sig. ii acidiv

q: 2 Sy 2 ~ 3rd night
 18778
 141

Rf. nitromuriatic 3h
 3rd nux 3i
 Ess. Pepsin - 3iii

M. 3i + in aqua

Jan 14, 1901

Fig. 2.

"a" and "d" with a little stroke is written for this word. The next word is "nitromuriatic," only "nitrom" and a little "c" at the last is intended for this word. Then the word "fort" and the quantity "3ss." The second line begins with a capital "T" and a little dot, intended for the word "Tincture." "Nux" looks like "nix," and is meant for "nux vomica." The last ingredient is "Ess. Pepsin," add to three fluid ounces. Here again is another difficult looking "sig." The dose is "one teaspoonful." The plus sign after the dose is to be translated "large." The Latin word would be "amplum" or "magnum." How is this dose to be taken? In water, "in aqua." When is it to be taken? "A. c." "ante cibos," "before meals." The directions on your label will be: One large teaspoonful in water before meals. You will notice that there is no verb in this sentence of directions. At school we were taught that there could not be a sentence without a verb in it. If we desire we could supply the Latin verb "sumenda," meaning "to be taken." This verb is to be understood as being there.

[Written for the American Druggist.]

WATER ANALYSIS.

BY JAMES O. JORDAN, PH.G.,

Boston, Mass.

(Concluded from page 142.)

In the absence of lead, copper is detected by slightly acidifying the water with hydrochloric acid and adding hydrogen sulphide water. This test will detect 0.3 parts of copper in a million; the blackening may be discharged by $\frac{1}{2}$ Cc. of a concentrated freshly prepared solution of pure potassium cyanide. The presence of copper may be confirmed by the addition of 1 Cc. of a solution of potassium ferrocyanide to another portion of the water. This will show a reddish-brown color in the presence of 0.5 to 0.6 parts of copper per million, which is seen more distinctly beside a comparison tube containing distilled water and solution of potassium ferrocyanide.

Copper when occurring without lead, and if present in sufficient quantity, may be estimated by means of hydrogen sulphide water in the same way as the metal. If the copper is present in small amount it may be necessary to concentrate 2-3 liter of water in the presence of a trace of hydrochloric acid; precipitate the copper by hydrogen sulphide, filter, wash the precipitate and dissolve it in boiling dilute nitric acid; evaporate to dryness, dissolve and make up to 50 Cc. with distilled water. Copper may be separated from lead by the method suggested under the latter metal and the copper contained in the reserved filtrate, previously indicated, determined by evaporating the solution to dryness, dissolving in distilled water, acidulating with hydrochloric acid and then diluting to 50 Cc. The manipulation is then similar to that directed under lead.

A comparison copper solution may be made by dissolving 0.395 Gm. of copper sulphate in 1 liter of distilled water; each Cc. = 0.1 Mgr. of copper.

Zinc may be detected by adding a slight excess of ammonium hydrate, boiling, filtering and treating the filtrate with a few drops of potassium ferrocyanide solution. A white precipitate or opalescence, which with minute traces may not appear immediately, denotes the presence of zinc.

Iron is detected by the addition of a few drops of nitric acid and boiling to convert the iron to the ferric state. Cool and add a few drops of potassium sulphocyanate solution, which in the presence of iron produces a blood red color. This method may be made quantitative by concentrating 1 or 2 liters of the specimen, oxidizing the iron in the above manner and comparing the color produced by the potassium sulphocyanate solution with that of a solution containing a known weight of iron.

INTERPRETATION OF RESULTS.

To a considerable extent the value of a water analysis depends upon the knowledge and experience of the interpreter, and this cannot be wholly gleaned from books or the study of methods. A useful aid is the comparison of the figures with waters of the same class from the same district, any considerable increase in the different factors being regarded as evidence of pollution. Each type of water possesses individual characteristics. To illustrate: Spring water is colorless and free from ammonia; river water is usually colored and may yield considerable ammonia without being condemned. Furthermore, an amount of residue in a deep well water which would not be significant would be suspicious in a rain or river water, and the quantity of nitrates yielded by a good ground water if found in a river water would be questionable.

Many surface waters are more or less colored and have a pronounced odor, usually imparted by organic life and its debris. They are ordinarily low in free ammonia, nitrates, nitrites, mineral water, and chlorine only slightly over normal. They are usually high in organic matter and albuminoid ammonia, even when entirely free from pollution. The water from very deep wells is usually not dangerous; it is generally high in mineral matter from long contact with the earth. The chlorine of this class of waters may be high from saline deposits. With shallow wells the quality runs to extremes. These waters may

range from great purity to diluted sewage, especially if the filtering medium—the ground—is not doing its work properly. The absence of odor, color and organic matter should be insisted upon in these filtered waters. A soil of sandy loam is more efficient as a filtering medium than those of clay, shale or slaty rock.

Waters of superior quality are odorless, colorless, nearly tasteless and free from turbidity. It is impossible, however, to insist upon these standards, for vegetable substances may impart odor, and mineral matter taste. Furthermore, the contamination of dangerous substances is not always apparent to the senses. While the odor occasionally furnishes a clue of probable contamination to the experienced nose, the possibility of an error of judgment must not be overlooked.

The presence in appreciable quantities of free ammonia points to possible danger, indicating its formation from nitrogenous organic matter or reduction from nitrites and nitrates in presence of excess of organic substances. The water from very deep wells also may yield an excess of free ammonia, presumably formed from reduction of nitrates. But such waters need not be condemned because of this indication, since by oxidation and filtration the organic matter has probably been changed to non-injurious compounds. The oxidation of vegetable matter or nitrates by ferric oxide is also a source of ammonia in this type of water. Rain water is freed from ammonia with difficulty. The greater portion distills first, but small quantities persist even on long heating. While it would be impossible to suggest standards applicable to every water, it is advisable to avoid any specimen which contains free ammonia above 0.010 and 0.015 part per hundred thousand.

An excessive amount of albuminoid ammonia is undesirable, though its presence in large amounts is not conclusive evidence of the presence of sewage, as water in contact with dead leaves may have high albuminoid ammonia. It is not free from objection, however, even when derived from vegetable origin. Waters impregnated with large amounts of vegetable matter are frequently highly colored. Organic matter, either animal or vegetable, decomposing rapidly is most objectionable; such waters, it has been found, yield their ammonia rapidly in comparison with waters containing undecomposing matter, from which the ammonia distills slowly. Thus it is useful to note the rapidity with which the ammonia is evolved.

Traces of nitrates are frequently found in rain water and deep wells; surface and river waters may contain appreciable amounts. A water containing sewage may have lost the nitrates by reduction and, on the other hand, a good water yield a large quantity. Deep wells may contain more than shallow ones with safety, in view of the probability of the more complete destruction of the organic matter by filtering through a great depth of soil than through a shorter distance.

It is the part of wisdom to avoid waters with measurable quantities of nitrites, as these are an indication of pollution. Polluted specimens may, however, be free from nitrites. High nitrites, together with excessive amounts of free ammonia, point to recent pollution; persisting in large quantities, they indicate continuous pollution. Accompanied by chlorine, above the district normal, the proof of sewage contamination is conclusive. Chlorine only in slight excess of the normal and high nitrites and ammonia may indicate pollution from manure or farmyards. The chlorine of water is not extracted by plants, consequently when once in evidence it persists indefinitely. Cesspools, house, sink and stable drains are ordinary contaminating sources. An excess in the chlorine content, unless accounted for by proximity to the sea or salt deposits, suggests pollution.

The oxygen consuming power is a confirmatory determination not often employed in commercial analyses. Maximum standards for the different kinds of water are not available. In general, however, a sample having a high oxygen consuming power is more likely to be unwholesome than one low in this regard, but the possibility of error through interference and oxidation of different organic matters must not be overlooked. German chemists consider an absorption of 0.25 parts of oxygen per 100,000 as suspicious, while certain sanitary authorities con-

sider the highest permissible limit to be 0.38 parts of oxygen per 100,000. In connection with these figures a statement in the annual report of the Massachusetts State Board of Health for 1892 (page 328) is of interest: "A good ground water seldom has a higher 'oxygen consumed' than 0.010 in 100,000. When it is considerably more than this it indicates carbonaceous impurity in the water."

The hardness of a water is of no significance from the standpoint of healthfulness, but is of some importance in certain operations previously mentioned.

The amount of residue found in waters of the different types varies greatly. No absolute maximum and minimum can be assigned; polluted and normal waters may give equal amounts. The loss on ignition should never reach 50 per cent. of the total residue.

Of the metallic impurities in water, lead, copper and zinc in any proportion is questionable, though lead from its cumulative property is more dangerous than copper and zinc. Iron in excessive amounts may have an injurious influence on the system; the proportion, according to Lefman and Beam, should not greatly exceed 0.3 per 100,000.

Appended are analyses of six waters, the figures expressing parts per 100,000:

	1.	2.	3.	4.	5.	6.
Free ammonia.....	0.0028	0.0014	0.0044	0.0104	0.0042	0.0180
Albuminoid ammonia	0.0056	0.0010	0.0090	0.0080	0.0202	0.0204
Nitrogen as nitrates.	0.04	0.16	0.4	0.15	0.08	0.40
Nitrogen as nitrites..	0.00022	Absent	0.001	0.0006	0.00065	0.005
Chlorine	0.45	0.575	1.125	1.4	15.05	1.45
Fixed residue.....	4.9	5.9	7.4	3.5	25.5	9.4
Volatile residue.....	2.2	4.4	6.0	2.8	17.9	7.8
Total residue.....	7.1	10.3	13.4	6.3	43.4	17.2
Hardness	1.1	1.85	0.75	0.4	6	2.4
Changes by igniting	Slight	No	Slight	No	Consider-	Much
residue.....	char-	char-	char-	char-	able	char-
	ring	ring	ring	ring	charring	ring
Odor on heating...	Absent	Absent	Musty	Woody	Foul	Musty
Color	Absent	Absent	Absent	Absent	Yellow	Absent
Appearance	Clear	Clear	Clear	Clear	Cloudy	Clear

Specimens 1 and 2 are pure waters, suitable for all domestic uses; they are both well waters from the interior. Three and 4 are perhaps best placed in the doubtful category, but warrant condemnation, No. 3 because of its high nitrites and accompanying high nitrates and chlorine, and No. 4 by reason of the high free ammonia and of the proportion of nitrites and chlorine. No. 3 is a well water from the interior and No. 4 was drawn from a well near the seacoast. Nos. 5 and 6 indicate marked pollution. No. 5 is from a well in close proximity to the salt water; the amount of chlorine is excessive, and this, together with the nitrites and albuminoid ammonia, should preclude its use as drinking water. No. 6 is from a well in a city near the seacoast. The amount of nitrites, nitrates and chlorine in connection with the quantity of ammonia, both free and albuminoid, prove the unfitness of this specimen for domestic purposes.

How to Deal with Euquinine in Mixtures.—Vidal (*Bulletin des Sciences Pharmacologiques*, June, 1904) was asked to prepare a mixture containing 1 Gm. of euquinine in 150 Gms. of solvent. The physician included in the vehicle a sufficient amount of alcohol to effect solution. Vidal therefore allowed this substance to dissolve in a small quantity of alcohol, but when the water was added it precipitated. The quantity of alcohol was increased, but even 20 Gms. were found insufficient to dissolve the euquinine. The author did not dare to add any more alcohol, inasmuch as the medicine was intended for a child aged 22 months. He therefore concluded to dispense a mixture containing euquinine in suspension, and notified the physician to this effect.

Further tests convinced the author that a clear solution could be obtained by adding a little citric acid. From 25 to 30 Cc. of this acid were sufficient to dissolve 1 Gm. of euquinine. An acid syrup, such as that of lemon, may be added to these mixtures and leaves them perfectly clear.

Pulvis Ventriculus Callosus Gallinaceus, or Powdered Chicken Gizzards.—According to William C. Kirchgessner, the gizzard should be removed from the chicken as soon as it is killed, cut open, the lining peeled off, washed and dried for about an hour in a warm, dry place. Almost any butcher will

do this for \$2 or \$3 per pound. The pharmacist can then powder it, though this is rather a difficult task. It is highly esteemed in digestive troubles and in the vomiting of pregnancy.

TESTS FOR THE PURITY OF CODLIVER OIL.¹

By E. H. GANE, Ph.C.,
New York, N. Y.

In a paper presented at the Mackinac meeting [see *AMERICAN DRUGGIST*, August 10, 1903, p. 63] the author gave the results of an examination of a number of samples of codliver oil and drew attention to the various tests recommended as criteria of purity. From the results therein given and from the results of similar recent investigations by other analysts it is evident that the accurate determination of the purity of an oil is not always an easy matter. The experience of the past season, with its extreme scarcity of the finer grade of oil, has, however, shown the value of the tests especially emphasized in the paper referred to, and the present paper is contributed with the especial object of showing the retail pharmacist, who has not the time nor experience necessary to perform the more elaborate tests, that he has at his disposal simple means of determining the purity of this important product.

The three tests given in the above-mentioned paper, coupled with a determination of the amount of free fatty acid, will readily enable the pharmacist to detect any of the common adulterants and substitutes. Continued experience has served especially to show the value of the nitric acid test. The beautiful rose pink color, rapidly changing to a lemon yellow, which persists for many hours, is exceedingly characteristic and is not given by any of the substitutes or adulterants. The use of nitro-sulphuric acid in this test, which has been recommended by some analysts, does not give such accurate results, as the end reaction (the change to lemon yellow) is entirely obscured, the mixture of oil and acid assuming a brownish color and leading to inaccurate deductions. Performed with care and avoiding excess of acid, the nitric acid test is one of the most valuable at our service at the present time. Two drops of acid to 15 drops of oil is recommended as the most satisfactory proportion for general use. This test alone will detect admixture with most of the usual adulterants. It is particularly serviceable in detecting admixture with vegetable oils, lard oil and some other fish oils.

The determination of the percentage of free fatty acid is important from a medical as well as an analytical standpoint and is a test which can be very easily performed. An oil containing a high percentage of free acid is much more liable to cause eructations when administered internally; and for this reason it would be well if the new Pharmacopœia set a limit upon the amount of free acid allowed in codliver oil. Special attention has been given to this test in examining codliver oil for adulterants, as it is one of the most valuable indications of admixture with other fish oils. The test is performed as follows:

Weigh carefully 25 to 50 Gms. of oil into a 6- or 8-ounce flask, and add 100 Cc. of alcohol carefully neutralized. Shake well and raise to the boiling point, by means of a water bath. Then add a few drops of phenolphthalein, and run in, very cautiously, a semi-normal solution of soda or potash from a burette or accurately graduated pipette until the liquid assumes a permanent pink tint. Note the number of cubic centimeters of caustic alkali used and multiply this by 0.141, which will give the amount of free fatty acid present in the given weight of oil, calculated as oleic acid. The percentage can then readily be determined.

Below are given the percentages of free acid found in a number of samples examined during the past season. The finest grades of Norwegian and Newfoundland oil contain about 1 per cent., or less, of free acid; but occasionally samples of adulterated oil are found which run as low as this. The constants of these oils fell well within the published limits for a pure oil, but some of them presented certain abnormal points which tended to cast suspicion upon their genuineness.

¹ Read at the Kansas City meeting of the American Pharmaceutical Association, September 7, 1904.

Number of Sample.	Origin.	Percentage of free acid calculated as oleic acid.
1	Newfoundland	0.55
2	Newfoundland	0.691
3	Hammerfest	1.62
4	Hammerfest	1.60
5	Norway	2.87
6	Norway	1.22
7	Norway	0.68
8	Norway	0.516
9	Norway	1.20
10	Norway	1.19
11	Newfoundland	4.52
12	Newfoundland	3.15
13	Newfoundland	3.01
14	Newfoundland	0.825
15	Newfoundland	0.576
16	Newfoundland	0.66
17	Seal oil	0.75
18	Norway	1.35

Samples 1, 2 and 16 answered all tests except the freezing test, and were offered as freezable oils. Presumably the manufacturer was without adequate facilities for rendering his oil "non-freezable." Samples 3 and 4 were offered as genuine Hammerfest oil, but bore every earmark of having been mixed with a large percentage of "coast oil." The high percentage of fatty acid and their behavior with nitric acid and upon saponification all tended to prove this. Sample 5 stood the various tests well, except the nitric acid test, and the high acidity points to the presence of other fish oils. Samples 6, 7, 8, 9 and 10 were genuine Norwegian oils, the high acidity of Nos. 6, 9 and 10 being, doubtless, due to age. Samples 11, 12 and 13, while offered as pure Newfoundland, were the ordinary "coast or shore oil." Samples 14 and 15 were genuine high grade Newfoundland oils. Sample 17 was a water-white seal oil, and sample 18 evidently a mixture, from its behavior upon saponification and with nitric acid.

The refractive index has been suggested as a useful aid in recognizing admixture of codliver oil with other oils, but in the writer's hands this figure has not proved of much service. The indices of the above-mentioned samples as determined with the oleo-refractometer, using sodium light, are as follows:

No. of sample.	Ref. index.	No. of sample.	Ref. index.
1	1.4828	9	1.4779
2	1.4795	10	1.4765
3	1.4775	11	1.4788
4	1.4765	12	1.4776
5	1.4760	13	1.4775
6	1.4795	14	1.4765
7	1.4785	15	1.4765
8	1.4794	16	1.4770
		17	1.4768
		18	1.4765

A New Combination of Apomorphine: Euporphine.—

Bergell and Pschorr (*Apotheker Zeitung*, 1904, p. 423) describe a new derivative of a apomorphine, the bromomethyl compound of this alkaloid, which is known as euporphine. Apomorphine, which is derived from morphine, differs from this base only by the fact that it has one molecule of water less, and yet it is widely different from morphine in its action. Apomorphine does not contain any inactive oxygen, and it is possible to prepare dimethyl or dibenzole ethers from it. Bergell and Pschorr have demonstrated that the emetic action of apomorphine depends upon the presence of two phenol-hydroxyl groups which it contains, for the di-ethers of this base do not possess the specific action of apomorphine. On the other hand, if apomorphine, which is a tertiary base, is transformed into a quarternary, the emetic action is not taken away. The authors have prepared a large series of compounds, such as chloromethylate, the bromomethylate, etc., of apomorphine, and all these quarternary combinations were powerful emetics. The most interesting of these is the bromomethylate, which has received the name of euporphine. It is said to be more soluble and more stable than apomorphine, and does not depress the heart. It may be given for a long time without injury, and the dose varies from 1 to 4 centigrammes.

CHEMICAL EXAMINATION OF CASCARA BARK.¹

By H. A. D. JOWETT, PH.C., DS.C.,

London, Eng.

In view of the unsatisfactory condition of our knowledge of the chemistry of cascara a critical review of the literature on the subject has been made and also a complete chemical examination of genuine barks of known origin.

The prevalent idea that cascara contains a glucoside, or glucosides, yielding emodin or allied substances on hydrolysis seems to have originated in an observation of Wenzell, who thought he had obtained a crystalline substance having the properties of a glucoside. Subsequent investigation has shown that the substance he was dealing with was not pure, but merely impure emodin.

Meier and Weber speak of the separation of a glucoside, but bring forward no experimental evidence in support of their assumption. Dohme and Engelhardt claim to have actually isolated the glucoside, which they named purshianin. This was stated to yield on hydrolysis emodin and sugar. Their work is dealt with exhaustively in the complete paper, but it is evident that they were dealing with impure emodin, and a critical examination of their paper proves that they had no evidence of the existence of a glucoside. Aweng stated that cascara contains glucosides, which he designated as primary and secondary, and which yield on hydrolysis emodin, chrysophanic acid and rhamnetin; but he does not claim in his paper to have isolated them in a pure condition—and until this has been done, the existence of such glucosides cannot be admitted. It is proved that there is no experimental evidence to be found in the literature of cascara to warrant the assumption that the drug contains a glucoside. Schwabe, whose work on cascara appears to the author to be the most reliable, proved the existence of emodin, but could find no glucoside. His results were questioned by Dohme and Engelhardt, but apparently on very slender experimental evidence, and the occurrence of emodin in the bark has been since confirmed by Le Prince, as well as by the author.

As far back as 1885 Limousin expressed the opinion that cascara contained chrysophanic acid, and since then Le Prince has claimed to have isolated from the bark both chrysophanic acid and chrysarobin. His results, however, are by no means conclusive. Le Prince has claimed to have isolated the active principle of cascara as a crystalline substance, which he named cascarine. A careful examination of his papers on the subject shows that his statements certainly require confirmation. In the present paper the results are recorded of a complete chemical examination of cascara, and the opportunity has also been taken to repeat the experiments of previous investigators. The results of the investigation, for the full experimental details of which the original paper should be consulted, are briefly as follows.

The occurrence of emodin in the bark has been absolutely and conclusively demonstrated. In addition, a small amount of a substance which appears to be an isomer of emodin has been isolated, and is possibly identical with iso-emodin obtained from frangula bark. The occurrence of glucose in the bark has also been proved. The bark contains a small amount of a substance which yields, by treatment with acids, syringic acid. No information could be obtained as to the nature of the parent substance. In spite of a very careful search no evidence whatever could be obtained of the existence of chrysophanic acid or chrysarobin, or of glucosides yielding on hydrolysis emodin, chrysophanic acid or rhamnetin.

A possible explanation of the results of previous observers would seem to be afforded by the peculiar behavior of emodin. It was found, for example, that emodin, although insoluble in water, is soluble in the aqueous extract of the bark and that it is extracted from such a solution only slowly and with difficulty by shaking with immiscible solvents such as benzol, ether

¹ Abstract of a paper presented to the American Pharmaceutical Association at the meeting in Kansas City, Mo., September 8, 1904.

or chloroform. On the other hand, after treatment with acids, the water-soluble substances were decomposed with formation of insoluble resins and the emodin was very readily extracted from such a mixture. This curious behavior, recalling that of the digitalis glucosides, might lead to the deduction that glucosides yielding emodin on hydrolysis were present. If, however, the aqueous extract is repeatedly shaken with chloroform or ether to remove the greater portion of the emodin, and then hydrolyzed, not more than traces of emodin will be found.

Schwabe's conclusions as to the presence of emodin and the absence of a glucoside-yielding emodin on hydrolysis were thus completely confirmed.

The opinion formed from a review of the author's papers that Dohme's purshianin and Le Prince's cascarine were impure substances has been confirmed by a repetition of their experiments.

Cascara contains about 2 per cent. of a fat which consists of rhamnol arachidate, free arachidic acid, and substances, probably glycerides, yielding on hydrolysis linolic and myristic acids.

The name *rhamnol* has been assigned to the alcohol, $C_{26}H_{50}O$, melting at 135 to 136 degrees, which is combined with arachidic acid in cascara and is identical with an alcohol obtained from Ko-sam seeds by Power and Lees (*Year Book of Pharmacy*, 1903, p. 503). Its acetyl derivative melts at 117 degrees. Rhamnol belongs to the type of alcohols of which quebrachol (with which it is possibly identical), cupreol and cinchol are members. (*Beil. Handbuch*, 3rd, 11, 1068.)

Attempts to obtain the bitter principle or derivatives of it in crystalline form were unsuccessful. No difference could be observed between the chemical characters of the fresh (one year old) or of the so-called matured bark (three years old).

Beyond slight differences in the amounts of extractive, &c., the examination of *Rhamnus purshianus* and of *Rhamnus californicus* gave identical results. A hydrolytic enzyme was isolated, which hydrolyzed amygdalin, but when administered in 1 Gm. doses it had no gripping action.

The physiological experiments made for the purpose of locating the active principle of the drug resulted as follows:

Emodin is *not* the active principle of the drug, and exerts very little influence, if any, on the characteristic aperient action of cascara.

The active principle, or principles, producing the aperient action of the drug are contained in that portion of the lead subacetate precipitate extracted by ethyl acetate, and which is soluble in water and in alcohol. No crystalline product could be isolated from this extract, and, therefore, no clue whatever could be obtained as to the chemical nature of the active principle.

Tests for Aristol.—Waldmann (*Apotheker Zeitung*, 1904, p. 422) had occasion to test a sample of aristol manufactured in Switzerland and offered for sale at a very low price. He found that it was very impure and contained but 50 per cent. of aristol. The rest was composed of 30 per cent. of substances soluble in water and 20 per cent. of insoluble substances. Aristol is usually prepared by allowing an alkaline solution of thymol to act upon a solution of potassium iodide, and then a solution of calcium hypochlorite. It is evident that the Swiss manufacturer employed a solution of calcium hypochlorite which had not been decanted, and did not take the trouble to wash the precipitate of aristol. The residue insoluble in water was composed of calcium carbonate, with traces of iron, aluminum and chlorine. The soluble portion consisted of calcium chloride and iodide. The aristol gave a very alkaline reaction, which is extremely injurious in the employment of aristol. Another Swiss manufacturer makes, under the name of aristol, or under a synonym, a mixture of 15 per cent. of aristol and 85 per cent. of red argyle in powder. Another aristol of German manufacture was found to consist of 30 per cent. aristol, 13 per cent. of products soluble in water and 57 per cent. of insoluble substances.

B. P. CONFERENCE PAPERS.

Summary of the Scientific Papers Read at the Sheffield Meeting.

The scientific papers read at this year's meeting of the British Pharmaceutical Conference (Sheffield, August 8 to 11) were not remarkable either for quality or quantity. The following summary is furnished by our London correspondent:

STANDARDIZED EXTRACT OF HYOSCYAMUS.

This represented the initial paper of a contemplated series on standardized powdered alcoholic extracts by E. H. Farr and Robert Wright. Farr and Wright have done much good work in pharmacopoeial research in past years, and in the course of their latest paper it was indicated that they proposed to make a tincture or fluid extract of a drug, assay it and evaporate to dryness, then dilute the dried residue with the powdered drug itself to the required standard and pass through a No. 20 sieve. The extract dealt with particularly in the paper was extract of *hyoscyamus*, the recorded data as to its alkaloidal strength being found to be widely different. Their method of preparation was given as follows:

Take a good, carefully dried sample of the official leaves (with flowering tops), reduce some of this to No. 60 powder, and determine the alkaloid by Bird's process. Reserve the remainder for the dilution of the dry extract.

Reduce a larger quantity of the sample to No. 20 powder, and exhaust this by repercolation with four times its bulk of 70 per cent. alcohol. Determine the proportion of alkaloid in the finished tincture by the official process for the assay of liquid extract of belladonna or other reliable assay process. Recover the alcohol from the remainder of the tincture by distillation, and dry the residue in a shallow, flat, tared dish—first over a waterbath, and finally in a hot air oven at a temperature of from 60 degrees to 70 degrees C.—until the weight is fairly constant. Take the weight of the dry extract, calculate the percentage of alkaloid in it, and incorporate with it a sufficient quantity of the standard powder to give by calculation a preparation containing 0.2 per cent. alkaloid. Triturate until thoroughly mixed, pass through a No. 20 sieve and transfer the powdered extract to a well-corked or glass-stoppered bottle. Preserve in a cool, dry place.

In the discussion which followed it was generally agreed that the proposals were valuable, although exception was taken to the prolonged heating of extract, as there was a danger of converting the hyoscyamine into atropine.

THE COLORING PRINCIPLES OF ROSA GALLICA.

The second paper presented to the Conference dealt with the coloring principles in the petals of *Rosa gallica*. W. A. H. Naylor and E. J. Chappel have repeated the work of Filhol and isolated a yellow body having the empirical formula $C_{22}H_{18}O_6$, but attempts to hydrolize it failed, nor could an acetyl derivative be obtained. It is not, therefore, quercitrin, as Filhol surmised; besides, it also differs in giving an orange-red precipitate with lead acetate and in not fusing at 135 degrees C. Naylor and Chappel also succeeded in obtaining in the petals a red coloring matter like that isolated by Senier in 1877, but they are unable to confirm Senier's observation that it forms crystalline alkali salts.

INFUSION OF CALUMBA.

The first paper on the second day was by F. H. Alcock, in which he referred to the importance of noting the alkalinity of ash after determining the amount of total solids in infusions and concentrated solutions of Calumba. The discussion elicited that calumba contains an alkaloid—berberine—which is a most difficult substance to deal with, its salts being insoluble.

THE DETERMINATION OF BORIC ACID

in cider, fruits, &c., by the late Alfred H. Allen and Arnold R. Tankard followed. After a large number of experiments, the following method for one determination, based on the moderate solubility of calcium borate in water, was devised:

About 100 Cc. of cider or other liquid is evaporated to dryness with a few cubic centimeters of a 10 per cent. solution of calcium chloride; or in the case of fruits, about 50 Gms. weight is cut up into small pieces and the solution of calcium chloride poured over the mass, which is then evaporated to dryness. The dry residue is well charred, boiled with about 150 Cc. of distilled water, and the liquid filtered. The carbonaceous residue is thoroughly incinerated at a moderate temperature, and when cold boiled with 150 Cc. of water and allowed to stand in the cold for some hours, or preferably over night. The liquid is then filtered cold and the filtrate added to the first extract. The mixed aqueous extracts are next evaporated to 25 or 30 Cc., and after cooling neutralized by decinormal acid, using methyl-orange as the indicator. An equal volume of glycerine is next

added and the liquid titrated with phenolphthalein and one-twentieth normal caustic soda solution (free from carbonate). About 100 Cc. more glycerin should now be added, when if the titration is complete the red coloration will remain. Each cubic centimeter of the one-twentieth normal solution of caustic soda required represents 0.00175 Gm. of boric anhydride, B_2O_3 ; 0.0081 Gm. of crystallized boric acid, H_3BO_3 ; or 0.004775 Gm. of crystallized borax, $Na_2B_4O_7 \cdot 10H_2O$.

The criticism of the paper revealed the fact that both salicylic acid and boric acid are found in many fruits. With regard to the proposed method fear was expressed by various speakers that the distillation of the methyl-borate solution would result in loss of boric acid by evaporation.

An interesting series of

"NOTES ON RADIO-ACTIVITY."

was contributed by Dr. Harrison Martindale, son of the late William Martindale, one of the most brilliant of British pharmacists. Dr. Martindale's contribution was a *resumé* of modern knowledge and the most recent literature on the subject of radium and other radio-active bodies. This was Dr. Martindale's first paper to the Conference (of which his father was so enthusiastic and useful a supporter), and he got a warm reception. Great interest was paid to the paper, which was well discussed. Commendation was expressed of Dr. Martindale's attitude in insisting that the pharmacist is the proper person to assist the medical man in the medicinal application of radio-active substances. Thomas Tyrer, in the course of some interesting remarks, told of the part he had taken in working up the raw material for the production of radium for Sir William Ramsay. He referred to the working up of samarscite, gadolite, monazite and the curious and unidentified mineral from Ceylon. This mineral was found to be photographically active in a high degree and to give off an exceedingly large quantity of pure helium, but the proportion of the components on analysis were found to be the reverse of the same mineral examined by Professor Dunstan, thorium being present in Mr. Tyrer's experience in a much smaller proportion than Professor Dunstan found. Sir William Ramsay found the thorium present only answered in a degree to the known tests of thorium and he (Sir William Ramsay) is of opinion that several new bodies are present in the residue.

LINIMENTUM POTASSII IODIDI.

Henry W. Jones has perfected a liquid *Linimentum Potassii Iodidi cum Sapone*, and proposes the following modification of the B. P. process:

Soft soap.....	ounces 2
Iodide of potassium.....	ounces 1½
Glycerin.....	fl. ounces 1
Oil of lemon.....	fl. drachm 1
Alcohol (60 per cent.).....	fl. ounces 10

Dissolve the soap, preferably by a gentle heat, in the mixture of alcohol, glycerin and essential oil; add the iodide of potassium, and shake until dissolved. Decant or filter, if necessary, after standing a few hours.

NUX VOMICA RESEARCH.

Dealing with the distribution of fats and strychnine in the seeds of nux vomica, Henry W. Gadd and Sydney C. Gadd as the result of their observations come to the conclusion that the hairs of nux vomica contain, proportionately, much more fat and less strychnine than do the inner portions of the seeds. They also find that the fat is more readily removed by 70 per cent. alcohol from the hairs than from the denser portions of the seed and they suggest that the hairs can consequently be rejected with advantage before making the extract.

At previous meetings of the Conference White, Rodwell and Robinson (Jr.) had contributed papers on the preparation of compressed tablets. The sum of their observations was that the two best excipients for the preparation of tablets were the following:

THEOBROMA EMULSION.

	Parts.
Oil of theobroma.....	25
Hard soap.....	5
Tragacanth.....	0.5
Benzoic acid.....	0.25
Water to.....	100

Dissolve the soap in 25 parts of water by heat, add the hot solution to the melted theobroma, and mix by whisking or agitation; shake in the tragacanth, add the benzoic acid, then the remainder of the water.

ETHER-ALCOHOL SOLUTION OF THEOBROMA.

Oil of theobroma.....	ounces 1
Ether to.....	ounces 6

Dissolve and add an equal volume of rectified spirit as required for use.

Now H. Rodwell added several hints about the use of these excipients, as the result of further experience. [This paper is printed in full in the AMERICAN DRUGGIST for September 5, page 142.]

URIC ACID DETERMINATION.

"A Correction Scale for the Dimmock-Branson Uric Acid Process" was explained and illustrated in a paper by F. W. Branson.

GYMNEMA LEAVES.

An important paper, showing the usual careful research, was contributed by Dr. Frederick B. Power (director of the research laboratories of Burroughs Wellcome & Co.) and Frank Tutin. It dealt with the chemical examination of the leaves of *Gymnema sylvestre*, Br., a shrubby, climbing plant, indigenous to Banda and the Deccan Peninsula. Dr. Power and his colleague found that the leaves contain no cyanogenetic compound, such as Greshoff observed in the leaves of *Gymnema latifolium*. From an alcoholic extract of the leaves water precipitates a soft, dark-colored acid resinous matter, soluble partly in petroleum. The petroleum extract after treatment with an alcoholic solution of potassium hydroxide yielded to ether a substance identified as hentriacontane, $C_{31}H_{64}$. The alkaline liquid, acidified and distilled, yielded formic acid and a butyric acid. Tests appear to show that neither the "gymnemic acid," also obtained, nor resin appears to have toxic properties. Dr. Power is in the United States and the paper was read by one of the honorary secretaries in his absence.

THE ASSAY OF DIGITALIS.

George Barger, D. Sc., and W. V. Shaw, M. D., made a joint contribution from the physiological research laboratory of Burroughs, Wellcome & Co. on the chemical and physiological assay of digitalis tinctures, the result of their observations being that the physiological method is the only sure way of testing digitalis. Records of nine commercial specimens of the B. P. tincture of digitalis were given, and the authors demonstrated that the Keller method of assay appears to be of little value. The only member who discussed this paper was Thomas Maben, a well-known scientific pharmacist, not unknown in America, who is now on the London staff of Parke, Davis & Co. Mr. Maben agreed generally with the conclusions of the authors and submitted that to say that "physiological assay as the only reliable method of determining the value of digitalis" applied equally to the so-called active principles of the drug as found in commerce.

* PHARMACOPOEIA DESIDERATA.

A paper by F. C. J. Bird was read, with the idea of opening a discussion on the present British Pharmacopoeia. One of the greatest faults of the B. P., 1898, is, he said, the absence of definite lines of impurity in medicinal substances, and he thought the U. S. P. method of limiting impurities might with advantage be indicated in the B. P. text, special attention being paid to the strength of solutions of the substances under test. He advocated that tests for arsenic be given in cases where the presence of arsenic may be expected in certain chemicals. Referring to the question of the B. P. as a legal standard, under the Adulteration Acts, he pointed out the need of a common understanding among authorities as to when it cannot be reasonably taken as a standard. He referred finally to the necessity for the assay processes for opium, belladonna, &c., being revised, and concluded by saying it would be interesting to learn to what extent the metric quantities in B. P. formulas are employed in actual practice.

STANDARDS OF PURITY FOR MEDICINAL PREPARATIONS.

A paper read in conjunction with the foregoing dealt with a report on the results of the examination of pharmaceutical preparations by the analysts of the Poor Law Unions of Ireland for two years. The report was by J. E. Brunker, an Irish pharmacist and analyst, and was in the nature of an attempt to frame reasonable standards of purity for certain preparations. In the discussion the necessity for the fixing of a legal standard for medicinal preparations was generally agreed to, and Mr. Glyn-Jones put the legal aspect of the question cogently before the meeting.

Queries and Answers

We shall be glad, in this department, to respond to calls for information on all pharmaceutical matters.

Elixir of Glycerophosphates.—C. F. S.—Various formulas for the preparation of elixir of the glycerophosphates of lime and soda will be found in the preceding volume of the *AMERICAN DRUGGIST*. One by W. C. Kirchgessner, printed in the issue for January 25, p. 50, has since been modified by him, the result being reported to the American Pharmaceutical Association at the Kansas City meeting early in the month. As pointed out by Mr. Kirchgessner, the difficulty in making this elixir is to keep the calcium glycerophosphate in solution. In his earlier experiments, phosphoric acid was used, but he now replaces this with hydrochloric acid, using a mixture of simple syrup and prune juice, flavored with compound spirit of orange, as the menstrum. An elixir that will stay in solution and prove palatable is made as follows:

Sodium glycerophosphate.....	gr. 128
Calcium glycerophosphate.....	gr. 64
Hydrochloric acid.....	fl. dr. 1
Simple syrup.....	fl. ozs. 4
Spt. aurantii co.....	fl. dr. 1
Prune juice, q. s. for fluid pint.	

Dissolve the sodium and calcium glycerophosphate in the prune juice with the hydrochloric acid previously added. Mix the syrup and spirit of orange; filter if necessary.

Chinese Wood Oil.—E. M. asks us for information regarding the source, uses and poisonous properties, if any, of Chinese wood oil.

Dr. Augustine Henry, who is perhaps the foremost authority on the flora of China, contributed an article on The Wood Oil Tree of China to the *AMERICAN DRUGGIST* for January 25, 1898, from which we take the following particulars bearing on our correspondent's inquiry:

Chinese wood oil is expressed from the seeds of the tree known to botanists as *Aleurites cordata* Steud. It is a good drying oil, has a specific gravity of 0.994, and is said to contain nearly five times as much free acid as is found in linseed oil, and to dry much more rapidly than that oil. The oil is scarcely ever used for lighting, but is universally used in China for varnishing woodwork, which it preserves in a marvelous way. The myriad fleets of native craft on the inland waters of China are always varnished with this oil, their woodwork never receiving a touch of paint. The oil is poisonous when taken internally, but it has no irritating effect on the skin, contrary to what is generally believed of it. Dr. Henry believes the poisonous nature of the oil might be utilized in compositions used on ships' bottoms to prevent marine growths. The variety of charcoal produced by burning wood oil is believed to be the basis of the most expensive kinds of India ink. The market price of Chinese wood oil, which may be obtained from the American Trading Company, 100 William street, New York, is about 60 cents a gallon.

Guaiacol Carbonate and Ichthyol in Combination.—F. G. writes: "Last week I had trouble in compounding the following prescription:

Guaiacol carbonate.....	Gm. 15
Ichthyol	Gm. 15
Glycerin	Gm. 40
Aqua menthae piperitæ.....	Gm. 10

I wish you would inform me as to the proper method of compounding this mixture.

The figures showing the amount of glycerin to be taken are very indistinct on the prescription submitted to us. We read it as 10 Gm. originally, but must suppose that 40 Gm. was intended, as we have written it here. Guaiacol carbonate is rather insoluble in most of the ordinary solvents, alcohol in the cold taking up only a limited quantity, while it is not much more soluble in glycerin than in water. We do not think it is possible to send out this mixture as a perfect solution, and

would advise powdering the guaiacol carbonate very finely and sending it out as a "shake" mixture.

Dithymol Dilodide.—H. A. S. is advised that we cannot print "a working process for the manufacture of dithymol dilodide," as this is the chemical name of the patented product known as Aristol, and H. A. S. would render himself liable for infringement of the patent if the owners learned of his action.

"Liquid Phosphorus."—G. L. asks for a method of preparing liquid phosphorus on a small scale, and as to the stabilization through oxidation in contact with air.

The only liquid forms of phosphorus official are the solution in oil, 1 per cent., and the spirit or tincture 1.2 Gm. in alcohol 1,000 Cc. Phosphorus is more soluble in chloroform and in carbon disulphide than in alcohol or oil. All preparations containing free phosphorus are subject to rapid decomposition through oxidation in contact with air.

The Solubility of Ferrous Iodide in Alcohol.—G. L. asks us to state the solubility of pure ferrous iodide in 95 per cent. alcohol.

We have never determined the exact solubility of ferrous iodide in alcohol of the strength named. The salt dissolves readily in alcohol and glycerin and is very soluble in water.

The Solubility of 95 Per Cent. Alcohol in Codliver Oil.—G. L., who propounds the two preceding queries, is also the author of this one, asking the solubility of 95 per cent. alcohol in codliver oil.

Codliver oil does not dissolve alcohol in any appreciable amount, but alcohol will dissolve codliver oil to the extent of about 8 per cent.

"Camphene."—R. D. wishes to know what he should dispense when "camphene" is called for.

A highly rectified oil of turpentine is meant when camphine is ordered, this, by the way, being the proper spelling. But we are surprised to learn that it is ever "prescribed" nowadays. Camphine was originally a trade name for rectified oil of turpentine, obtained by redistilling the oil with about four times its volume of water. Prior to the introduction of petroleum, camphine was largely used for burning in lamps. As turpentine became dearer the composition of camphine underwent some variation, a saturated solution of oil of turpentine in alcohol being a common mixture (this was before the tax on alcohol imposed in 1860), and oil of turpentine mixed with various petroleum distillates was used later. Camphine is mentioned as an ingredient of liniments in old recipes, and in such cases the rectified oil of turpentine of the *Pharmacopœia* should be used.

Sparklets.—Thomas Leeming & Co., 73 Warren street, New York, write: "Having noticed in the *AMERICAN DRUGGIST* for September 5 the inquiry and your reply regarding "Sparklets," we respectfully request to draw your attention to our existence at the above address, and at the same time to inform you that we are the distributing agents for the English Quart Siphon Sparklet, together with the bulbs for the same, which article, by an arrangement with the American company, we are placing upon this market with considerable success. It is a totally different apparatus to the one previously offered, being very much larger, one-third of the cost, and every bottle guaranteed by the maker. As the information in your journal may be misleading to some of your readers, we should feel extremely obliged if you would be good enough to correct the notification."

Producers of Aluminum.—W. F. G.—The sole producer of aluminum in the United States is the Pittsburgh Reduction Company, operating the Hall patents. The price varies from 25 to 35 cents a pound, according to quantity.



BUSINESS BUILDING

By W. A. DAWSON

Under this head will appear suggestions and plans for increasing trade, advertising experiences, information, and notes of interest useful to the pharmacist in the preparation of his advertising matter. Specimens of current advertising will be reproduced, with suggestive analysis and criticism, and queries relative to advertising matters will be answered. To avoid delay address communications to the Department of Business Building, AMERICAN DRUGGIST, 66 West Broadway, N. Y.

"BOULET" MAILING CARDS.

We say "Boulet" mailing cards, because cards of this particular style seem to be original with W. J. Boulet of Green Bay, Wis.

Most printers and advertisers go upon the theory that advertising matter must be "attractive"—they use the word as though it were a synonym for "gorgeous."

Others—a small minority—argue that an advertisement is a business message and should be simple in display, or style. They hold that if the advertiser has something to say that is worth listening to, the only "display" permissible is such arrangement of type and ornament as will give proper emphasis to the strong points of the advertisement, and that all beyond this is mere "trimmings," superfluous and expensive, the effort to secure "attractiveness" more often destroying effectiveness.

*Boulet
says*

If you can't come, telephone.

In these mailing cards—some of which have been reproduced in previous issues of the AMERICAN DRUGGIST—Mr. Boulet has—perhaps unconsciously—acted from the premise of having a message to convey, and having decided upon sending it by mail—the most direct method—he has printed it as simply and as cheaply as he could without rendering it ineffective.

If you can't come, telephone.

**Pointed Paragraphs
About Prescriptions**

POINT I

Quality

Quality is the important thing in medicine. Without it the best effort of your physician is useless.
That is the reason why every effort of this store is spent in getting prescription drugs of finest quality—of tested purity. Our insistence on quality is the reason that our label on a prescription is a guarantee of goodness.

W. J. BOULET,
Prescription Druggist.
614 South Broadway.

If you get it at Boulet's, it's good.

And this is the lesson that the retailer, whose appropriation for advertising is necessarily small, must learn before he can do "dividend paying" advertising.

It is a difficult task to convince the average man that this is so, for he must first unlearn the very human faith in "artistic" embellishment as a trade winner—the belief that advertising must have a highly colored and decorated sugar coating.

It is ideas, not art, that make an ad "pull."

More money and effort are wasted on "artistic" style than are spent upon *interesting* ideas simply well dressed.

The head of every family is interested in the drug store question. He, or she, is ever ready to receive a message from your drug store if you have anything better to offer in stock, methods or service than the average drug store has.

If you can't come, telephone.

**Pointed Paragraphs
About Prescriptions**

PART II

Accuracy

Our Prescription Department is an object lesson of precision. Not ordinary accuracy but that which draws conclusions with fractions of a grain.
Our methods insure the exact proportions prescribed by your physician.
This is an important thing to your doctor—more important to you.

W. J. BOULET,
Prescription Druggist,
614 S. Broadway.

If you get it at Boulet's it's good.

They care nothing about fine ads, nor are they interested in the usual stereotyped generalities of "Pure Drugs—Prescriptions Carefully," &c. What they want to know is **WHY?** They want your reasons as to how you can serve them better than where they now trade.

They want the details of your store, your stock, your work, your service and your personality. Give the public little details of this nature, briefly, simply, in small and frequent doses, and you can build up your business to a height that you never deemed possible—provided you can "deliver the goods," if you really can give them better service than other drug stores.

Of the three mailing cards here reproduced, the first is $3\frac{1}{4} \times 5\frac{1}{2}$ inches, printed in common black ink on a cheap grade of ticket board—similar to the board used in bottle cartons—and all three are plain white stock.

The first, with its simple statement—so simple that it will arouse curiosity—is the forerunner of a series, and is followed at intervals of a week by "I," "II," and others. The backs of the cards are left perfectly plain and receive the written address and a 1-cent stamp when sent out.

The printer has erred in placing the heavy line of the "block" rule border; from the angle of vision that the card is read the block seems upside down.

Advertising from H. H. Hay's "Three Cornered Pharmacy."

There is nothing triangular about the advertising matter issued from the "three cornered" pharmacy of this firm with three H's for its initials; all that we have seen is good, square, level-headed business argument and practical information, the kind of copy that stamps the house of Hay's as being "good advertisers," as well as capable pharmacists and progressive merchants.

We reproduce four of their newspaper ads here, to show the clever dual arrangement of the ad matter used to advertise simultaneously their drug and paint departments. An interesting little booklet, entitled "Short Trips In and Around Portland by Trolley, Rail and Steamer; with Other Information for Tourists," is quite the best booklet issued by a pharmacist to advertise his business that has come to our notice. It is evidently "all home print," as the most delicate tests fail to reveal the slightest trace of "hot air" or other foreign "literary" matter.

The booklet contains 28 pages, $3\frac{1}{4} \times 5\frac{1}{2}$ inches, including the cover, which is a light blue glazed paper. On the front cover the above title is printed in a gloss red ink, and the address and other lettering in dark blue ink; as is also an ornamental border and four thumb nail sketches that are cleverly done; they are of local scenes—"Monument Square," "Longfellow House," "Fort Gorges," and "Portland Harbor." Besides the advertising of Hay's pharmacy, its location, facilities and stock—probably the largest east of Boston—there is a double page half-tone

cut of the establishment in the center pages of the booklet; each page has a trailer at the bottom of it, tersely worded little paragraphs telling of some special feature of the business. The other features of the booklet are on the guide book order. "Trolley Car Trips," "Trips by Steamer and Rail," timetables of steamship and boat lines, nine in all; "Condensed Street Car Timetable," "Portland's Interesting Points," "Fine Views," "Portland Hotels and Boarding Houses," "Forts in Portland Harbor," "Islands and Island Hotels in Portland Harbor,"

in other than the booklet form—on cards, folders, calendars, novelties, etc.

Up in the Berkshire Hills a few seasons ago the writer was handed a business card as he passed out of the station upon his arrival. It was accepted, because it did not look like an ad, but a list of points of interest and their distance from that village printed on the reverse of the card. On the other side was the advertisement of a local store, asking me to call upon them for any information, as well as for any goods in their line. I left some few dollars with this enterprising store-keeper and have his card yet.

Pharmacy	Paint Store
{ Red Punch Our 5 Fruit Sherbet makes a rich raspberry red fruit punch, a patriotic color: Made from real fruits only, delicious ripe oranges, strawberries, raspberries, pineapples and lemons. 1 Qt. makes a gallon when ready to serve. 60c quart, \$2 a gallon.	{ Red Paint Our Acme Red Piazza Chair Paint on your chairs, settees, and lawn swings brightens up the cottage. 20c and 35c cans. Also in Green. Good Paint in small cans to cover up scars on your fences and door steps.

H. H. Hay's Sons, Middle Street.

H. H. HAY'S SONS	
"Better" Insect Powder Not "lower priced" is the kind that sells and gives satisfaction. We have this better kind, only a few keep it. Flies know the difference, that is your proof of quality. 25 and 50c cans.	Barnacles Will Not Grow on the bottom of the yacht coated with our Green Composition. We have the "Racing" Compound also if you are striving for a speedy boat. Try our Marine Deck Enamel.

MIDDLE STREET

H. H. HAY'S SONS	
The Little Extra Care at a Soda Fountain counts in results. An effort to always get the best fruits for syrups, the purest cream and milk, the freshest eggs. The care of our dispenser to have everything always extra clean and shining is likely to appeal to you.	Small Helps For Painters are increasing every day and we are after every one that has merit. Paint Pails 2 for 25c. Safety Pail Hooks, 5c each, 50c doz. Stirring Paddles Free. Pail Handles for carrying pails Free.

MIDDLE STREET

H. H. HAY'S SONS	
Rain Washes and streaks poor paint in a short time. Buy the Acme Brand Paint Specialties from us and you can do no better. It is a good time to plan Fall changes and repairs.	Cottage Supplies include many articles a drug store keeps. Extracts, Spices and Salad Oil for the kitchen, Perfumes, Creams and Powders for the dressing table, Soap, Toilet Tissue, Sponges and Towels for the Bath Room. All at economy prices here.

MIDDLE STREET

"Railroad Timetables," seven lines; "Tourists' Map of Maine's Lakes, Streams and Shores;" "Map of Casco Bay and Routes of Island Steamers." United States Survey Tide Tables," "Principal Clubs of Portland" and "Statistics and Other Information of Portland, Maine," complete the table of contents. We give the list of contents of this little booklet because we think that it will be of value to other advertisers in suggesting topics of information suitable for advertising matter similar to this. Some of the matter can be used

Local information is always of value, and a little of it, or a good deal of it, mixed with good business argument and delicately tinted with hospitable invitation, makes the best of tonics for building up a business. Messrs. HAY'S preparation is the best of its class—so far as we have seen—while its cost is only a fraction of more pretentious but less effective concoctions.

"B. B.'s" Aphorisms.

A varied stock pays best. That is the secret of the department store's great success.

THE SOCIETY OF CHEMICAL INDUSTRY.

Account of the Annual General Meeting in New York—Sir William Ramsay Discusses the Education of the Chemist and Makes an Announcement that Causes a Sensation.

The annual general meeting of the Society of Chemical Industry, held in New York week before last, was a five-day affair, beginning September 7 and ending September 11. Most of the business of the society was transacted in the gymnasium of Columbia University on September 8, the rest of the time being taken up with visits to chemical works, excursions and feasting. The meeting was opened with an informal reception at the Chemists' Club, 108 West Fifty-fifth street, when Dr. W. J. Schieffelin of the Reception Committee, introduced some 350 chemists and their friends to Sir William Ramsay, president of the society, and his distinguished colleagues, Prof. R. Ostwald of the University of Leipzig, and Prof. Oscar Liebreich of the



Prof. Sir W. Ramsay and Professor Curie in Conference.

University of Berlin. Other prominent scientists present were: Prof. R. Möhlau of Dresden, Prof. Ira P. Remsen, president of Johns Hopkins University; Prof. Charles F. Chandler of Columbia University, and Prof. Charles E. Doremus of New York University. Pharmacy was poorly represented. Apart from the presence of Prof. Virgil Coblentz and Dr. William C. Alpers the only other representatives of pharmacy noted at the distinguished gathering were the correspondents of the *London Chemist and Druggist* and the *London Pharmaceutical Journal*, the *AMERICAN DRUGGIST* being the only American pharmaceutical journal in evidence. Sir William Ramsay was the center of an interested throng during the evening. He captivated everybody by his pleasant, engaging manners and genial, democratic ways.

THE BUSINESS SESSION.

Following a meeting of the council of the society at Have-meyer Hall, the general meeting was opened in the gymnasium of Columbia University at 11 o'clock on Thursday morning, September 8. Welcome on behalf of the university was extended by Professor Chandler, who took occasion in the course of his remarks to review briefly some of the relations which the university bore to the society. He called attention to the fact that the first recipient of the Barnard medal for the most important discovery in chemistry or the most beneficial application of physical science to the needs of human life had been the retiring president of the Society of Chemical Industry, Sir William Ramsay, who discovered the elements argon, helium, neon, xenon and krypton. The research gold medal of the Society of Chemical Industry, which is awarded once every two years for conspicuous service rendered to applied chemistry by research, discovery, invention or improvement in processes, was to be awarded this year to Ira Remsen, president of the Johns Hopkins University.

The regular order of business was then taken up, under the direction of Sir William Ramsay, who occupied the chair. The minutes of the preceding general meeting were read and notification made regarding the election of a new council, as follows:

LIST OF COUNCIL, 1904-1905.

President, Wm. H. Nichols; vice-presidents, Prof. P. Phillips Bedson, David Howard, Dr. Edw. Divers, F.R.S., Prof. W. R. E. Hodgkinson, E. Grant Hooper, Ivan Levinstein, Max Muspratt, T. J. Parker, Dr. F. E. Power, Virgil Coblentz, Sir Wm. Ramsay, K.C.B., F.R.S., Thos. Tyrer.

Ordinary Members of Council—Dr. J. Grossmann, Oscar Guttman, H. Hemlinway, Prof. W. R. Lang, Dr. J. Lewkowitsch, N. H. Martin, B. E. R. Newlands, Prof. W. J. Pope, F.R.S., Dr. Boverton Redwood, Walter F. Reid, Frank Scudder, Dr. W. S. Squire.

SECTIONAL CHAIRMEN AND SECRETARIES.

CANADIAN—Dr. F. J. Smale, Alfred Burton.
LIVERPOOL—Eustace Carey, W. R. Hardwick.
LONDON—A. Gordon Salomon, Julian L. Baker.
MANCHESTER—J. Carter Bell, Julius Hübner.
NEWCASTLE—Dr. J. T. Dunn, F. C. Garrett.
NEW YORK—Prof. C. F. Chandler, Dr. H. Schweitzer.
NOTTINGHAM—J. T. Wood, S. R. Trotman.
SCOTTISH—R. T. Thomson, Dr. Thos. Gray.
SYDNEY, N. S. W.—Prof. A. Liversidge, F.R.S., T. U. Walton.
YORKSHIRE—Prof. H. R. Procter, Thos. Fairley.

The report of the council, which was listened to with the closest attention, showed that the society numbers 4134 members, of whom 1250 are citizens of the United States. It concluded with an expressed desire that the meeting in 1905 be held in London, and promised a cordial welcome to American, Canadian and Australian members.

In the absence of the treasurer, Samuel Hall, his report was read by Thomas Tyrer. Up to May 20, 1904, the balance of revenue over expenditure amounted to £843 14s. 8d.

PRESIDENT'S ADDRESS.

The annual address of President Ramsay was awaited with considerable expectancy, but those who were looking for some sensational statement regarding his work on the radio-active substances were disappointed, for his address was devoted entirely to an exposition of his views concerning the right methods of training for a technical chemist, and he made no reference whatever to his own research work. Copies of the address, consisting of seven printed galley slips pinned together, were distributed among the audience, and Sir William's periods were regularly punctuated with the rustling of the printed slips as the end of the column was reached. There was little of pharmaceutical interest in the address.

THE EDUCATION OF A CHEMIST.

After thanking the American members of the society for their hospitable reception and expressing admiration of the industrial progress made by the American people, Sir William gave his own conception of what the education of a chemist should consist of. He said that education of this kind must be conceived as an effort to produce an attitude of mind rather than to instill definite knowledge.

"Of course," he continued, "the latter must not be neglected; the definite knowledge may be likened to the bricks which the architect has at his disposal in erecting a beautiful building; he knows their shapes, their capacity for resisting stresses, and, in short, what can be done with them. But the

conception of the design is the result of many attempts to create; just as the poet has to utilize words, or the architect bricks, so the chemist has to know the materials with which he is dealing. The training of a bricklayer, however, will never make a man an architect; nor will the dry research of a grammarian train a poet. In short, it is the inventive faculty which must be cultivated.

"Here I am met by the criticism: 'The inventive faculty must exist; it cannot be implanted.' 'Poeta nascitur, non fit.' I deny it. There are some persons whose dislike for the investigation of nature is ingrained. I remember at Bristol advising a lad to abandon the study of chemistry for that of literature on learning his disgust for the former and partiality for the latter. He became the editor of a newspaper. But such persons are few. It is unlikely that they will ever begin the study of natural science, unless impelled by too expectant parents; as soon as the horse begins to trot, 'they do not remain.' My contention is that most of the lads who enter a chemical laboratory are able to receive some inspiration, or to have a latent inspiration developed, which will fit them to become inventive chemists."

THE TRAVESTY OF TEACHING.

Professor Ramsay is opposed to too much teaching. The essence of scientific progress, as he observed, is the well-worn method of trial and failure. Continuing, he said:

"It is simply horrible to think of the travesty of teaching in vogue in some of our colleges, where everything is provided, and where the students add one solution to another by word of command, and record their results in special notebooks constructed for the purpose. What do they learn? To obey? That should have been taught in the nursery. Manipulation? Manipulation consists in constructing what is required, not in using what is given. I had rather see a youth commit the *Æneid* to heart than carry out such time-wasting, soul-destroying routine operations. The first may result in a stronger memory; the second is fatal to all originality.

"It may be said that by thus leaving the students very much to themselves much time is lost. Yes; possibly at first. But the ultimate rate of progress is very much more rapid. Unless the pupil learns to be of use to himself he cannot possibly be of any use to others. And the training consists in finding out how to do it; not in doing it—that is easy if one knows how."

THE FUTILITY OF EXAMINATIONS.

Professor Ramsay then discussed the question of non-graduates occupying teaching positions, and the subject of examinations generally. He said:

"And now let me discuss a question which has not given difficulty in America, I understand, but which has greatly retarded the advance of knowledge and research in England. I refer to examinations. It may well be introduced here, for it may be asked, 'Should only a graduate be recognized as worthy to occupy a junior teaching position?' To this I would reply, 'Let the choice be free.' I have often seen men whose circumstances, or whose character, or whose deliberate choice has led them to abstain from taking a degree, and who, nevertheless, are most successful investigators, well able to increase the knowledge of their subject, and who have proved most inspiring teachers; and, on the other hand, I have perhaps more frequently come in contact with graduates whose only claim to recognition was a parrotlike ability to repeat what had been told them and a knack of gauging the idiosyncrasies of an examiner. The older I get, the less I believe in university degrees as a test of capacity. Perhaps the reason is the manner in which degrees are awarded in England; the degree follows on one, or at most, two examinations, often by men who know the candidate only as a number, and whose idea of examination often is to set questions to trip the candidate, and not to draw out what he can do. Indeed, it raises the question which I have mentioned earlier in this address: the examination is so contrived as to elicit what a man knows, rather than what he can do.

"Now here again there are certain obvious truths which have often been stated, but too often ignored. The student, working under the eye of the professor and of his assistants, undergoes a daily examination. He may not earn marks; but, none the less, he impresses his teachers with some conception of his character; and the impression is made rather by what he can do, than by what he knows. The qualities tested by

such examinations as have been customary for the past 40 years in England are the last which one would wish to have in a student of science—readiness of memory, to the exclusion of deliberate judgment; the faculty of spreading knowledge thin and making a veneer of scientific facts instead of the power to correlate them and increase their value, and the skill to gauge the capacity of and hoodwink the examiner, instead of the power to incite enthusiasm in others. They are ideal qualities for a successful barrister, because they pay in his profession; but their reward has been the bane of science. A sound judgment, though it may be a slow one; persistence in struggling against obstacles; the knowledge where to get information when required, and to use it when found; and the inventive faculty—these are the qualities required, and they can be gauged only after long-continued observation. Moreover, the pernicious system of competitive scholarships and fellowships, instead of eleemosynary support given to the necessitous and deserving youth, has also contributed much to the debasement of the scientific spirit, for it has early implanted in the young mind the idea that to outrun his fellows and to work solely for a money reward are the ends to be aimed at, instead of the joy of the exercise of a divine gift and the using that gift for the benefit of man. It is true that to earn money is a necessity; it is in no way a wrong aim; but it is not the chief aim; and money should be earned as a reward for useful labor, not for success in scholastic competitions. I am aware that these evils are much less noticeable in America than in England, and also, fortunately, public opinion is beginning to recognize in England that such inducements to work do not select the best men, so far as science is concerned. Under present circumstances, however, as scholarships exist and must be awarded by examination, it requires considerable ingenuity to devise a method of examination which shall pick out men who will make a good use of them. I recently gave as a question for my own students, 'Describe shortly the researches which have been going on in this laboratory during the past six months,' and I found the result very satisfactory. The question put a premium on the interest which a student should take in his friend's work, on the intelligence in following it, on his powers of description, and on his suggestiveness where invention had to stand for want of accurate knowledge. The after-effect of such a question, too, will be considerable. The students will endeavor in future to follow the researches of their neighbors with more understanding than they have done."

SUGGESTS FOUNDATION OF A TRAINING SCHOOL FOR CHEMISTS.

In closing, Sir William outlined a scheme for an association of chemists which should fulfill a double function, that of giving a practical training to future technical chemists and that of encouraging invention. He said:

"I have wondered if it might not be possible to establish a training school for technical chemists somewhat on the following lines: To start an association having for its object the encouragement of invention, each member of which would subscribe a certain sum for the erection of buildings and plant. There would need to be a number of isolated buildings, and a considerable collection of stock plant of a small scale—stills, tanks, evaporating pans, filter presses, vacuum filters, centrifugal machines, crystallizing vats and so on. The work should be furnished with steam and electric current. Such a syndicate might let it be known that they were willing to make arrangements with inventors, or with syndicates which had secured the patents of an invention or secured an option on such patents. The superintendent or professor should be provided with a staff of assistants, who would be each in charge of one building—that is, of one operation. Students would be admitted for an appropriate premium, as in engineering works.

"Supposing an idea to be brought to the notice of the directors; they would consult as to whether it should be accepted or not. If accepted, then the share of profits would be arranged with the patentee, should it prove successful. It would be committed to the charge of one of the staff, who would first work it out in the laboratory with the aid of a staff of students. If it then seemed feasible it would be tried on a comparatively small scale, dealing with hundredweights, in one of the special buildings, those students who had investigated the process in the laboratory sharing in the larger scale operations. The surmounting of difficulties in the transition, the perfecting of the process, the making of working drawings of the requisite plant, would afford the best of all training to students, and in case the process proved a commercial success these students who had helped to elaborate the process would be naturally the first to obtain employment in works, should they be erected. At the same time, manufacturers would naturally be anxious to obtain the services of men trained in so good a school."

AWARD OF THE BARNARD MEDAL TO IRA REMSEN.

After the passage of the customary vote of thanks, Professor Ramsay presented the society's medal to Prof. Ira Remsen for "conspicuous service rendered to applied chemistry by research, discovery, invention or improvements in process."

Professor Remsen, in accepting it, said he was glad to have it, "because now," he said, "I will be able to fool my family, for a little while at least, into believing that I really know something about chemistry."

It was then formally decided to hold the next annual general meeting of the society in London, England. After adjournment the whole party lunched at the Claremont, and when luncheon was over they were taken from there in a long procession of automobiles for a drive through the upper part of the city and back through Central Park to headquarters at the Hotel Seville.

SIR WILLIAM MAKES A STATEMENT THAT CAUSES A SENSATION.

It was at the banquet at the Waldorf-Astoria in the evening that Sir William Ramsay made the startling announcement that chemistry was on the eve of the discovery of the origin of the ordinary elements, for which it has been striving for years. The announcement caused a profound sensation and was greeted with loud and prolonged cheering.

The dinner was laid in the banquet hall of the Waldorf-Astoria, some 300 members and their friends being seated at round tables. On the dais, beside the retiring president and the president-elect, were Prof. Charles F. Chandler, toastmaster; Prof. Ira Remsen, Prof. R. Ostwald, Prof. Oscar Liebrich, Prof. R. Möhlau, Prof. William Hallock, Dr. H. W. Wiley, His Britannic Majesty's Vice-Consul, Clive Bayley, Thomas Tyrer and Dr. Hugo Schweitzer. The dinner was a series of delightful surprises. The menu, of exquisite design and execution, was from Tiffany's. At each plate was a white chrysanthemum and a leaf of laurel. The climax was reached with a procession of 34 creations of the confectioner, in icing sugar, representing all nationalities, and leading off with a figure of John Bull and another of Uncle Sam.

PROFESSOR CHANDLER REBUKES THE CITY GOVERNMENT.

Professor Chandler was inimitable as a toastmaster, but it was unfortunate that he was obliged to begin the evening's speech making with a criticism of the municipal authorities, who had failed to appear and welcome the distinguished guests, although nearly every official of consequence had been asked, as he said.

Professor Chandler introduced Sir William Ramsay with a fine touch of humor, calling the latter to task for bringing into the world five of the laziest elements in chemistry, elements that had not done an honest day's work in their lives.

SIR WILLIAM'S LAZY CHILDREN.

Sir William, in proposing the toast "The Society of Chemical Industry," said that there was a step farther to this set of lazy elements. "Just think," he said, "what you would have done if these elements had been like oxygen and chlorine! You would have had no end of trouble, for you would have to rewrite all your text books, and I have always had the utmost consideration for students. He went on to tell of some recent experiments with radium bromide and radio-active substances. The following are Sir William's exact words, which the representative of the AMERICAN DRUGGIST was careful to submit to him for revision before putting them in type:

"Experiments are in progress with radio-active substances, the results of which show us that we may be on the brink of the synthesis of atoms, which may decompose into the ordinary elements. I hope this may lead us to the discovery of the origin of the ordinary elements which may be the products of the breaking down of radio-active elements of high atomic weight. An illustration of the latter is the synthesis which occurs when radium changes into helium."

AN APPROACH TO ALCHEMY.

In amplification of this statement, he said:

"The transformation of one element into another, as, for instance, the transformation of radium into helium, is in some cases quite certain. But often the new element produced ap-

pears in such infinitesimal quantities that it is impossible to measure or work with it. I don't want to specify the quantities so found, but they are frequently like one-three billionth of a milligram. The transformations are brought about by the application of radium to some other element. If we could only get enough radium—if we could get as much as a pound of it—we should be able to procure the reactions in more measurable quantities. It is also possible to bring about the same transformations by means of Roentgen rays, but this method is too slow.

"An illustration of the effect that radium produces may be



W. H. NICHOLS.

President of the Society of Chemical Industry.

seen when it is applied to glass. It thereupon appears to decompose or transform the glass into a matter like lead, a matter like actinium, and still something else."

Some one suggested here that such transformations as these suggest the medieval alchemists who attempted, by the aid of the philosopher's stone, to produce gold from a baser metal.

"Yes," said Sir William, they are a sort of modern alchemy. But, unless we make an exception of lead, we have not yet been able to produce any of the commoner elements. The possibility of such transformations invalidates the commonly accepted chemical theory that every element is *sui generis*—absolutely different from every other. It is apparent, logically, that as they are all composed of matter, they must all have in common the material quality at least. It is possible that the electron is the form of matter common to all the different elements. A theory in regard to this question has recently been published in England by Prof. J. J. Thomson. This theory

assumes that all the elements are composed of a common form of matter, and that their differences are due to the various arrangements of the units of this common form into kinds of solar systems. The differences of arrangement account for the differences of the elements. In my own work, however, I am less interested in the theory than in bringing about the actual transformations."

Continuing, he said that all that had been accomplished in the past and might be in the future tended to promote international good will. "I hope that we may ever remain one body with the branches, and that America and Great Britain may remain together in absolute harmony, not under one government, for that is impossible, but under the same society."

Professor Erdmann, of Charlottenburg, Berlin, who spoke in German, conveyed the greetings of the Verein Deutscher Chemiker, which he represented. He said that the German society did not look with envy on the Society of Chemical Industry, but rather as a proud younger sister upon her elder. Their mutual object, the bringing together of science and technical knowledge, was largely helped by the social element of their meetings. He asked them that while toasting America and England they would not forget Germany, but let Germany be "in your counsel the third."

DR. WILEY'S WIT.

Dr. H. W. Wiley, chief of the Bureau of Chemistry of the United States Department of Agriculture, Washington, was called upon to respond for Industrial Corporations in place of the Hon. James R. Garfield, who was unavoidably absent. Dr. Wiley convulsed his audience with his sallies of wit. Having been introduced as one who knew all about the country, Dr. Wiley began by saying that the development of the science of agriculture in America had not been equalled anywhere else. Farmers at last had learned, he said, how to cross honey bees with fireflies in order to make them work all night.

"The applied science of agriculture is the greatest industry in the United States. Our fields produce a crop that is worth five billion dollars a year. If we didn't send it over the seas to you, you would starve to death.

HOW WE AVOID THE EXPENSE OF IRRIGATION.

"As a sample of our methods of agriculture in arid portions of the country, we plant Niobe onions in alternate rows with Bumpo potatoes. The onions are so strong that they make the eyes of the potatoes water. Thus, quite naturally, we avoid the expense of irrigation. As it is, we have invented the high tariff for the sake of the English, so that they may keep their own good things at home, for their own use.

"You have come to us on the eve of a great national election, when 15,000,000 votes will be cast for a President. According to each of the national committees, each of the candidates will get them all. Don't, however, believe a word of the politics you may read in the papers. If you do, you may imagine that Parker is only a man who takes a bath."

President-elect W. H. Nichols toasted the American Chemical Industries in a neat and well considered speech. Although more accustomed to his own language, German, Professor Ostwald contributed to the feast of reason by addressing the banqueters in English. Science, he thought, formed the surest and best form of international interdependence and was bringing the peoples of the whole world into intimate brotherhood.

THE ANGLO-AMERICAN ENTENTE.

In the last toast Thomas Tyrer, of London, former president of the society, said:

"The hall and the menu are covered with red, white and blue. But the time has passed when either the English or the people of the United States can regard these colors as their own. We have each arranged them in different patterns on our flags, but the colors are the same on the flags of both countries. They are the symbol of the unity that our co-operation in this International Society of Chemical Industry will ever increase and solidify."

Excursions to factories and manufacturing establishments

occupied the time of the members on Friday and Saturday. A smoker and vaudeville entertainment was given at Liederkrans Hall on Saturday evening, when an address was presented to the Committee of the New York Section having in charge the arrangements for the entertainment and comfort of the visiting members. It was engraved on parchment and formed a work of art in the highest sense.

An excursion up the Hudson River was taken on Sunday, dinner being served aboard the steamer. On this trip a silver vase of unique and elegant design was presented by the eighteen ladies attending from the other side. The gift was made on their behalf by Thomas Tyrer, of London, to Mrs. Charles E. Pellew, chairman of the Ladies' Committee.

FOLLOWS NEW YORK'S EXAMPLE.

Maryland College of Pharmacy Consolidated with the University of Maryland.

The consolidation of the faculty of the Maryland College of Pharmacy with the University of Maryland is announced. This means that an additional branch of study has been added to the latter institution. So far the Maryland University has had departments of law, medicine and dentistry. The quarters for the new department of pharmacy have not yet been decided upon, although it is believed that that study will be pursued after April 1 in the church building now occupied by Calvary Methodist Episcopal Church South, southeast corner of Greene and Lombard streets, which was bought a few days ago by the university.

In the circular announcing the consolidation of the two colleges it is stated, among other things, that "the chief purpose of this college has been to prepare its matriculants for the intelligent practice of pharmacy as it appears in the retail drug store. It does not, however, overlook the fact that there exist three distinct divisions of the profession—collection, preparation and dispensing (the jobber, manufacturer and retailer)—that all need to be scientifically taught and that each will secure through a few years of properly directed study information which a lifelong experience will fail to give."

Indian Territory Board of Pharmacy Organizes.

Muskogee, I. T., September 16.—The Board of Pharmacy for the Indian Territory, as appointed by Chief Justice Raymond, met as directed in the Chamber of Commerce rooms here, qualified and organized with the following officers: President, L. Mathews, of Miami, I. T.; secretary, H. D. Knisely, of Checotah, I. T.; treasurer, H. C. Cobb, of Muskogee, I. T. Other members are F. A. Savage, of Hartshorne, I. T., and W. D. Strother, of Tulsa, I. T.

Want Blue Laws Changed.

Philadelphia, September 16.—An appeal has been made to Senator Penrose to use his influence, as head of the Republican organization in the State, to induce the next Legislature to repeal the Blue Laws of 1794, or to amend them in such a manner as to stop the persecution of a class of storekeepers.

A delegation of about 30 druggists, tobacconists, confectioners and other dealers called on the Senator at the Republican State headquarters in Locust street. They urged the Senator to come to the rescue of thousands of dealers in Pennsylvania who are being harassed every week by arrest on warrants sworn out by agents of Sabbath associations, charging them with trafficking on Sunday. They declared the Blue Laws had outlived their usefulness; that most of the articles forbidden to be sold on Sunday, under the act of 1794, were absolute necessities, and the other articles mentioned in the act were harmless and their sale should not be forbidden.

American Pharmaceutical Association.

FIFTY-SECOND ANNUAL MEETING,

KANSAS CITY, SEPTEMBER 5 to 10



KANSAS CITY fairly radiated hospitality for the members of the American Pharmaceutical Association on the occasion of the fifty-second annual meeting, which was held in the Coates House, in that city, September 5 to 10. The local committee seemed to have had an exaggerated idea of the capacity for endurance of the visitors, for their motto seemed to be "We never sleep." They apparently proposed to have the visitors sit up with them, for one entertainment followed another so rapidly as to keep the members constantly occupied during the brief periods when they were not in session. Kansas City is a remarkable town, as the visitors were duly informed by Hon. J. Hawley Neff, the Mayor, in most positive terms, and the energy displayed by the Local Entertainment Committee furnished an excellent clue as to the reason for the rapid growth and development of the city. The number of members present, though larger than at Mackinac, was hardly up to the average, but, on the other hand, the attendance upon all the sessions was unusually full, and the interest in the proceedings decidedly more keen than is generally the case. On the whole, the meeting was not only a success, but was of especial interest, as indicating an increased vitality on the part of the organization and a brighter outlook for the future. A detailed report of the proceedings follows.

FIRST GENERAL SESSION.

Monday Afternoon.

The new Casino, adjoining the Coates House, Kansas City, was well filled on the first day's session of the fifty-second annual meeting of the American Pharmaceutical Association, which was called to order on Monday afternoon, September 5, by President Lewis C. Hopp, of Cleveland, Ohio, at 3 o'clock. After the proceedings were opened by prayer, H. R. Riddle, president of the Kansas City Association of Retail Druggists, extended a welcome to the visitors on behalf of that organization, and then introduced the Mayor of the city, Hon. James H. Neff, who expressed surprise at finding so many ladies among the members. He criticised the name of the association as being cumbersome, and said that on such a name the association might naturally expect to be charged with excess baggage. Mayor Neff then proceeded to set forth the many claims to consideration possessed by Kansas City, both as a place of business and as a place of residence, and assured those members who came from "Yellville in the short grass country" that they could learn much in Kansas City. Those who came from Baltimore and other cities which set up to be rivals to Kansas City he assured they would find in Kansas City an active and valiant competitor for commercial supremacy. To the visitors from the metropolitan cities of the Atlantic seaboard he gave assurance that Kansas City people would comport themselves with all due deference in the presence of such august personages.

Henry P. Hynson, of Baltimore, responded to the remarks of the Mayor on behalf of the association, and Jos. L. Lemberger responded to the welcome from the president of the retail association. The president announced that both the telephone companies had extended the privilege of the use of the 'phones free of charge to the members of the association.

Albert M. Roehrig, second vice-president, taking the chair, President Hopp proceeded to deliver his annual address.

THE PRESIDENT'S ADDRESS.

The president presented a general survey of the main features of interest in the programme of work before the association. He said that he believed the association should be kept more in the public eye than heretofore. He referred to the cordial relations existing between the A. Ph. A. and the N. A. R. D. The president made several suggestions, which were referred to the Committee on President's Address, and which will be mentioned in connection with the report of that committee in another portion of this account.

A committee, composed of F. W. Meissner, Indiana; F. C. Godbold, Louisiana, and C. A. Rapelye, Connecticut, was instructed to make at least a partial report on the president's address at the second general session, owing to the rush of business which always came up at the last general session.

Albert M. Roehrig, chairman of the Committee on Credentials, reported that credentials had been received naming delegates to the association from the United States Public Health and Marine Hospital Service, the United States Navy and the United States Army, from the 19 State associations, 2 alumni associations, 1 Board of Pharmacy, 14 colleges, the National Wholesale Druggists' Association, the National Association of Retail Druggists and the American Medical Association, which last body had named five delegates to attend this meeting.

The secretary read a list of standing committees, with a view to directing the attention of the chairmen to the fact that these committees should be ready to report at the next general session.

A recess of five minutes was taken, during which time all the representatives from the several States were requested to confer with each other and to nominate two members who should represent the State in the Committee on Nominations. On convening after the recess the roll of the States was called and the following named as a committee from the several States:

THE NOMINATING COMMITTEE.

Alabama, P. C. Candilus; Arizona, Harry Brisley; California, Albert Schneider; District of Columbia, Frank C. Henry, Lyman F. Kebler; Georgia, George F. Payne; Illinois, Wm. A. Puckner, F. S. Hereth; Indiana, Frank Carter, F. W. Meissner; Iowa, John L. Etzel; Kansas, George Lels; Kentucky, C. Lewis Diehl; Louisiana, Michael Bernstein, F. C. Godbold; Maryland, Henry P. Hynson, Daniel Base; Massachusetts, S. A. D. Sheppard; Geo. M. Hoyt; Michigan, J. W. T. Knox, Frank G. Ryan; Mississippi, O. W. Bethea; Missouri, H. M. Whelpley, August Brunert; New Jersey, Chas. Holzhauser, W. C. Westacott; New York, W. C. Anderson, Geo. Reimann; North Carolina, F. B. Hays; Ohio, Geo. B. Kaufman, T. D. Wetterstrom; Oklahoma, F. B. Lillie; Pennsylvania, Wm. McIntyre, M. I. Wilbert; Tennessee, J. T. McGill, E. A. Ruddiman; Texas, J. F. Dulaney, E. G. Eberle; Vermont, Z. B. Hopkins, W. E. Terrill; Wisconsin, Ed. Kremers; Manitoba, A. H. Leonard; At Large, J. F. Hancock, A. E. Ebert, Geo. M. Beringer, J. M. Good and A. M. Roehrig.

MINUTES OF THE COUNCIL.

Dr. H. M. Whelpley, secretary of the Council, read the minutes of that body during the interim since the adjournment last year. The report showed that some 120 members had been elected since last meeting, 30 of whom were elected in 1903 and 90 in 1904.

Owing to a misunderstanding on the part of previous incumbents of the executive offices R. M. Shoemaker, who was entitled to life membership, had never been placed upon that roll. It seemed impossible for those now in office to rectify the error of their predecessors. The only thing left to do was to tender an apology to Mr. Shoemaker, which they did.

The Council recommended that the thanks of the association be returned to F. W. R. Perry, the local secretary of the Mackinac meeting, who had not only given his whole time to the meeting, but despite the unfavorable conditions surrounding that meeting from a financial view, there having been no local pharmacists to contribute to the entertainment funds, Mr. Perry has been able to turn over the unexpended balance of \$40.60.

The Council had found it necessary to appropriate an additional sum for the extra cost involved in issuing a larger num-

ber of volumes of the Proceedings than had been anticipated, owing to the demands of new members.

The report showed that the total number of new applicants for membership amounted to 201, which was 13 more than was received last year.

FEAR OF A FINANCIAL CRISIS.

C. A. Rapelyea, chairman of the Finance Committee of the Council, submitted a report of unusual interest, embodying several suggestions looking toward a reduction of expenses which probably would result in very considerable economy



LEWIS C. HOPP.

Retiring President of the American Pharmaceutical Association.

and thus avoid the possibility of a financial crisis, which, though not imminent, was still among the possibilities of the near future if some change in the financial condition of the association was not effected. One specific recommendation contained in this report to the Council was to the effect that the payment of the traveling expenses of the treasurer be discontinued and that a reduction of 20 per cent. be made in the salaries of the secretary and of the treasurer. The committee also recommended that the Council be authorized to scale down the appropriations made by the general sessions, so as to bring the amount of expenditure within the limits of the income of the association where such scaling was necessary.

They also recommended reducing the size of the volume of the Proceedings by the omission of as much matter as could be spared without seriously impairing the usefulness of the volume.

The report of the Finance Committee had been approved by the Council, all save that portion which proposed a reduction in the salaries. Upon motion, the minutes of the Council were approved as read.

THE MEMBERSHIP.

Dr. Whelpley presented a report as the secretary of the Committee on Membership. This report called attention to the change in the character of the application blank, which is now

so arranged that when signing the application the applicant thereby signs the constitution and by-laws of the association. The report showed that the association now has a total membership of 1,542, made up as follows:

Contributing members.....	1,390
Live members.....	142
Honorary members.....	10
Total.....	1,542

He then read a list of names of 20 members who had died since the last annual meeting of the association and submitted for publication a brief sketch of their lives. The report of the secretary was approved as read.

A CHANGE IN THE PROGRAMME.

W. C. Westcott, of Atlantic City, moved that a change be made in the programme proposed for the current meeting, the effect of which would be to omit the social sessions and concentrate the meetings to complete all the business of the association by Friday night.

M. Bernstein, of New Orleans, moved as an amendment that the programme be changed so as to adjourn Thursday night. In seconding the first motion, Caswell A. Mayo directed attention to the fact that a resolution had been adopted at the Mackinac meeting to concentrate the sessions as much as possible, and that it was a matter of considerable surprise to many members that the Council had not only failed to concentrate the meeting as requested, but had even extended the programme so as to make it extend a half day longer than had usually been occupied during the past few years. The motion to change the programme as proposed by Mr. Westcott was carried without dissent.

Dr. H. M. Whelpley announced, on behalf of the St. Louis members, that the St. Louis College of Pharmacy had provided a programme of entertainment for such members as expected to spend Monday, Tuesday and Wednesday, the 12th, 13th and 14th, at the exposition, and that either Dr. Claus or himself would be happy to furnish any information desired concerning the exposition and the hotels of St. Louis.

The chairman announced the names of the following as constituting the Committee on Time and Place of Meeting: Henry P. Hynson, Baltimore; C. A. Rapelyea, Hartford; Caswell A. Mayo, New York; Leo Eliel, South Bend, Ind., and Otto Claus, St. Louis.

Albert E. Ebert, of Chicago, said that he hoped the committee would take into consideration the general desire on the part of the members to meet at New York City. Mr. Sheppard presented for consideration an invitation to meet at Plattsburg, N. Y. This and other invitations were referred to the committee for consideration.

SECOND DAY.

Second General Session.

Tuesday Morning.

After approving the minutes on Tuesday morning, President Hopp introduced H. W. Faxon as a delegate from the National Wholesale Druggists' Association. Mr. Faxon contrasted the conditions which existed in the Kansas City of 1881, with its 65,000 population, its crude and unlovely buildings and its rough Western ways, with the Kansas City of 1904, with a population of 387,000, its elegant and even sumptuous residences, its beautiful drives, its great industries and its bank clearances of \$20,000,000 to \$23,000,000 per week. He placed these improved conditions at the disposal of the members. He said that he had been surprised to find out the extreme antiquity of the organization. He had written to Dr. Whelpley concerning the older members, and received in reply a printed circular containing not only the names, but the portraits of Galen, Hippocrates, Servetus and other worthies dating back anywhere from 500 to 2,000 years. He congratulated the members upon belonging to so honorable and so old a calling. He said he was proud to be the bearer of greetings from the wholesale branch of the trade to the oldest organization of the trade in America, and he wished to assure the members of the A. Ph. A. of the hearty co-operation of the N. W. D. A. in everything

which tended toward the betterment of the conditions of the pharmacists.

William McIntyre, of Philadelphia, spoke as a delegate from the National Association of Retail Druggists, which he said represented a "distributed mass of units which in the course of time would become as concrete an organization as is this body itself." Mr. McIntyre said that the N. A. R. D. felt that it had made progress in many lines and that conditions are much better than when the movement was started, while the outlook was clearer now than it had been at any other time.

An amendment increasing the amount required to entitle one to life membership was offered and laid over for future consideration.

THE PHARMACOPŒIA WILL NOT APPEAR BEFORE FEBRUARY 1.

The following statement was read by S. A. D. Sheppard on behalf of the members of the Board of Trustees of the Pharmacopœia present:

Mr. President: I ask the courtesy of this meeting to make a statement with reference to the new Pharmacopœia. It is not association



JAMES H. BEAL.

President-elect of the American Pharmaceutical Association.

business, but interests all our members and also the representatives of the pharmaceutical press, and through them can probably be given indirectly to the medical profession. There are present at this meeting four of the seven trustees of the U. S. P. convention; also our secretary, Dr. Murry Galt Motter, of Washington, whose active and intelligent work during the past four years has made his opinion valuable and respected by every member of the board. The members who are not here are our chairman, Charles E. Dolme; Prof. J. P. Remington, chairman of the Committee of Revision, and Dr. Horatio C. Wood, president of the convention. There is a good reason for the absence of each of these men. The four men who are here with the secretary had a long informal conference last evening. It was the unanimous individual opinion of all that this statement should be made to-day, and I was asked to make it. This long preface to what I am about to say is given so that there may be no misunderstanding as to conditions. This is not an official statement, but the personal individual opinion of five men.

There has been great delay in the issuing of the new Pharmacopœia, but this delay has been absolutely unavoidable. The amount and difficulty of the work are something that cannot be appreciated by one outside. We ask your very warm sympathy, rather than your harsh criticism, for the chairman of the Committee of Revision, Prof. Remington. His work has been and is burdensome to a degree. He has done it and is doing it splendidly. Only the most pressing reasons, and these connected with Pharmacopœial work, keep him from this meeting, where he could personally consult with the many members of the Revision Committee who are here present. Please remember that such work as Professor Remington has been and is now doing is what unquestionably caused the untimely death of Dr. Charles Rice.

It seems a physical impossibility that the Pharmacopœia should be issued till after January 1. It will not go into legal effect until 90 days after it is issued—that is, not until after April 1. Having knowledge, we five men, Motter, Beal, Ebert, Whelpley and myself, feel that it is moral duty to the medical and pharmaceutical professions to make this informal statement, because the facts are such that the new Pharmacopœia cannot be used in the schools during the coming winter, and the faculties should make their arrangements to work with the old ones.

The thanks of the association were extended to the Board of Trustees and the Committee of Revision for their work on

behalf of pharmacy in connection with the revision of the Pharmacopœia.

OFFICERS ELECTED.

Henry P. Hynson, as chairman of the Nominating Committee, reported the nomination of the following candidates:

For president, J. H. Beal, of Scio, Ohio; first vice-president, P. C. Candidus, Mobile, Ala.; second vice-president, William Mittelbach, Booneville, Mo.; third vice-president, J. A. Koch, Pittsburgh, Pa.; treasurer, S. A. D. Sheppard, Boston, Mass.; secretary, Charles Caspari, jr., Baltimore, Md.; reporter on the progress of pharmacy, C. Lewis Diehl, Louisville, Ky.; members of the council, J. L. Lemberger, Lebanon, Pa.; F. W. Meissner, La Porte, Ind., and L. C. Hopp, Cleveland, Ohio. The entire list was elected as reported by the Nominating Committee without dissent.

Henry P. Hynson offered an amendment to the by-laws providing that no member should be eligible to election as an officer in the Section on Practical Pharmacy and Dispensing unless actively engaged in the retail drug business. This amendment was later enacted.

The minutes of the council were read by Dr. Whelpley and approved as read. The report of the treasurer was submitted and received the approval of the members. The report is given in abstract below:

Abstract of A. Ph. A. Treasurer's Report, July 1, 1903, to July 1, 1904.

RECEIPTS.	
Cash on hand July 1, 1903.....	\$3,832.03
Received from sale of certificates.....	145.00
Received from sale of Proceedings.....	29.70
Received from sale of badges and bars.....	107.20
Received from sale of National Formulary.....	247.78
Received from Dr. Enno Sander, for prize.....	50.00
Received from account of Ebert fund.....	28.00
Received from Committee of Arrangements, Mackinac Island meeting.....	40.60
Received from interest on deposit in New England Trust Company.....	100.08
Received from German Fire Insurance Company for manuscript destroyed by fire.....	418.67
Received from rebate on insurance premium.....	5.00
Received from annual dues.....	6,540.00
Received from life membership fees.....	120.00
Total	\$11,662.06

EXPENDITURES.	
Proceedings	\$3,274.81
Stenographer	200.00
Journals for Reporter on Progress of Pharmacy.....	43.66
Semi-centennial index.....	236.85
Salaries	2,800.00
Premium on treasurer's bond.....	12.50
Traveling expenses.....	148.55
Section on Practical Pharmacy and Dispensing.....	25.30
Section on Education and Legislation.....	28.07
Section on Commercial Interests.....	7.94
Section on Scientific Papers.....	22.52
Committee on Membership.....	93.16
Committee on Drug Habit.....	20.00
Committee on Historical Pharmacy.....	29.61
Committee on Finance.....	20.20
Printing and stationery.....	369.77
Insurance	16.88
Badges and bars.....	98.45
General prizes.....	100.00
Herman Hager prize.....	50.00
John M. Malsch prize.....	50.00
Ebert prize.....	28.00
George F. Payne, incidental expenses while president.....	84.95
Insurance rate on manuscripts, found not to have been destroyed	75.00
Miscellaneous expenses.....	213.79
Life membership fund.....	120.00
National Formulary.....	72.39
Cash to new account.....	3,424.66
Total	\$11,662.06

The financial accounts in the care of the general secretary include the accounts concerning the National Formulary and the Physician's Epitome of the National Formulary and the accounts bearing on the sale of the badges, etc. A statement of these accounts was presented by the secretary, showing a profit for the year on the National Formulary of \$175, while the profits on the badges and bars account amount to about \$25 in cash, with some values in badges held over. The account was approved as submitted.

COMMITTEE ON PHARMACOPŒIAL REVISION.

The report of the Committee on Revision of the Pharmacopœia, presented by the chairman, E. S. Hereth, of Chicago, was a wholly new departure from the type of report which had heretofore been presented by this committee.

The report was discussed at considerable length, and in order to avoid duplication the discussion and report will be summarized jointly. The committee proposed that its name be changed to Committee on United States Pharmacopœia, as the present title was misleading and should be reserved for the national committee. This proposal was agreed to. The report suggested that the committee be increased to ten and that the tenure of office of the committee be placed at ten years, so as to insure continuity in the work of the committee. This recommendation was discussed at some length and was eventually approved in a modified form, which provided for a committee



JOSEPH C. WIRTHMAN.

Local Secretary, and Chairman of the Committee of Arrangements.

Mr. Wirthman is a Kansas City product, having been born on the banks of the Kaw in—well, he does not mention the date. In 1881 he was old enough to begin work in a retail drug store, and two years later found his way to Chicago, where he had the benefit of a year's experience under the tutelage of E. H. Sargent, one of the best pharmacists that Chicago has produced. After two years' attendance he graduated at the Chicago College of Pharmacy in 1885, and, returning to Kansas City, opened a store at Eighteenth street and Troost avenue. This venture proving successful, he later opened another store at Twenty-fourth street and Troost avenue, and both ventures have proved very satisfactory indeed. Mr. Wirthman is a member of the Executive Committee of the Kansas City Retail Druggists' Association. He was present at the Mackinac meeting of the American Pharmaceutical Association. His special forte is working and not talking, and the members of the association who were present at the Kansas City meeting give convincing testimony that as a local secretary he was a most pronounced success. The only criticism offered was that he seemed to have an exaggerated idea of the capacity for endurance of the members, as he kept them so busily engaged in having a good time that they had but little time in which to sleep or rest.

of ten to be appointed by the president of the association for a period of years, varying from one to ten, reappointments to be made for a period of ten years, the committee to have authority to elect its own chairman annually. The committee suggested that the association request the national Committee on Revision of the Pharmacopœia to furnish to the pharmaceutical and medical press reports of its work from time to time, so as to keep the medical and pharmaceutical public informed as to the line of work that is being pursued and to maintain interest in the work through this publicity. This also was concurred in. In addition to these recommendation there were a number of other suggestions along original lines offered. One of these was to the effect that some ruling should be made which would enable manufacturers to say whether their preparations really were U. S. P. preparations, so long as the ultimate results were in accordance with the U. S. P. requirement, even though the manufacturer had found it advantageous to make some change in the menstruum. The report also asked for information as to what method should be adopted for diluting extracts which on assay were found to exceed the Pharmacopœial strength. It was also suggested that the National Formulary be bound with the Pharmacopœia so as to practically form an appendix

to that volume, but this proposal failed to receive the approval of the association.

First Session of the Section on Commercial Interest.

Tuesday Afternoon.

C. R. Sherman, of Omaha, called the section together in the absence of William L. Dewoody, of Pine Bluff, Ark., who had been prevented from attending by illness. R. C. Riley, of St. Louis, acted as secretary.

PAY TELEPHONE DEADHEAD.

The secretary read a paper by John I. Straw, of Chicago, in which he narrated the experience of the Chicago druggists in the introduction of slot telephones. Their experience seems to have demonstrated clearly that the pharmacist is very much better off with slot telephones than with telephones which he has to allow the use of free or to collect for from the user. The druggists of Chicago, as pointed out by Mr. Straw in his paper, had been paying out \$75,000 a month for telephone service before the slot machines were put in. Now, with the slot system, they save this \$75,000 a month and get a net profit of \$15,000 per month, as the average net income from each slot machine is estimated at \$15 per month. This difference of \$90,000 per month is a very material one, and the change is all the more satisfactory since the service is better under the new than under the old system. The discussion which ensued brought out very clearly considerable difference of opinion, but all the pharmacists who had had experience with the slot telephones were unanimous in their approval of them. The whole question of pharmacists as purveyors of public conveniences was taken up and discussed in this connection, and while Messrs. Hynson, Sherman and one or two others advocated the continuance of the policy of furnishing all possible conveniences for the public, the majority of the older members, at least, seemed inclined to believe that the pharmacists had been doing entirely too much without direct remuneration for the public and that it was better for them, if feasible, to put the public conveniences on a paying basis.

Messrs. Hallberg and Ebert had a characteristic verbal set-to in this connection, taking, as usual, opposite grounds.

THE SCARCITY OF DRUG CLERKS.

J. H. Beal, of Scio, Ohio, read a paper on A Deficiency in the Supply of Assistant Pharmacists and the Necessity for a Longer Probation Period.

Professor Beal, after discussing the various factors which have brought about the existing scarcity of drug clerks, proposed that the pharmacy laws be so amended as to require all candidates for examination as proprietors or managers to remain on the rolls as registered assistants for a period ranging from two to three years before they could come up for examination as proprietors. Under the present conditions a drug clerk, as soon as he gets together a few hundred dollars, launches out into business on his own account with inadequate capital. In a short while he becomes financially involved and is compelled to sacrifice his goods, to the detriment of the general market. If such a law as that proposed were to be enacted Professor Beal believed that a great many would be found incompetent to pass a higher examination such as would be exacted of proprietors, and in this wise the entrance of new proprietors into the field would at least be retarded.

A. E. Ebert, of Chicago, said that he was surprised that a man of so logical a mind as Professor Beal should so completely fail to grasp the true significance of existing conditions. What was needed was not more legislation, but less legislation. The only person to be licensed should be the proprietor. Mr. Ebert referred to the methods pursued in Continental Europe as offering the best solution of the problem of licensing. He characterized the average board examinations in the United States as a mere farce and the laws as an aggregation of blunders.

H. P. Hynson, of Baltimore, objected to the proposal of Mr. Beal on the ground that natural law was superior to statute law, and that the mere introduction of statute law would not be sufficient to overcome the natural law of com-



Members of the A. Ph. A. on the Veranda of the Post Hospital, Fort Leavenworth, Kansas.

petition, which would determine the question of supply and demand. H. B. Mason, of Detroit, supported Mr. Hynson's view of the matter, saying that the shortage of drug clerks was due to the operation of three causes which mere legislation could not effect—namely, long hours, small pay and a lack of professional prestige in consonance with the educational qualifications required of the drug clerk. The same qualifications which would secure a place for a drug clerk where he could earn a salary of \$20 a week, working fourteen hours a day, would in many other lines procure him a position where, by working only eight to ten hours a day, he could earn a salary of \$20 to \$25 a week and upward.

The chairman, Mr. Sherman, said that he thought the cure for the trouble was in the hands of each individual pharmacist to a certain extent. By treating drug clerks well, giving them short hours and a fair rate of compensation he had no difficulty in keeping the very best, and he had found it profitable to keep only that kind of a clerk.

THE SALE OF STAMPS, ETC., IN THE DRUG STORE.

Henry P. Hynson, of Baltimore, read a paper on Department Accounts, outlining the methods which should be pursued to enable a pharmacist to tell by glancing at his books which particular portion of his business was proving remunerative and in which some economy was required.

In the course of this paper the question of stamp sales was touched upon, and the question as to whether the shortage which almost invariably occurs in the stamp account should be charged to advertising or expenses precipitated a discussion

of the whole subject of stamp sales and the furnishing of conveniences for the public without making any charge.

Albert E. Ebert, of Chicago, approved heartily of the general plan of making the public pay for the conveniences afforded it. He himself had purchased a slot machine for his city directory, with the result that instead of being a dead loss he had made \$15 during the year, which more than paid for the initial expense and had, moreover, been saved a great deal of annoyance, as people did not come and ask him to look up names.

LET THE PUBLIC PAY FOR SERVICES RENDERED.

C. L. Wright, president of the Missouri Pharmaceutical Association, said that he had put in a slot machine for the sale of stamps, which he found to be very satisfactory. This machine furnished two stamps and an envelope in exchange for five cents. The machine was operated without any difficulty and practically saved the time of one employee, who would otherwise be compelled to devote his time to selling stamps, while the profit made on the envelopes was sufficient in the course of a year to pay the cost involved in operating the machine, which was leased—not sold—by the owners.

F. H. Carter, of Indianapolis, said that he had taken the extreme step of discontinuing the sale of stamps entirely and was convinced that this step was fully warranted and that the ultimate results would not be to his disadvantage.

Prof. William C. Anderson, of Brooklyn, and several of the younger pharmacists disagreed with this view of the matter and said that they believed the pharmacist was practically

compelled to carry on the furnishing of stamps and of the public utilities on account of competition.

Mr. Anderson in conclusion said that there was only one remedy for this as well as for many other evils in the trade, and that was permanent organization, through which an agreement could be reached to abolish these minor evils of the calling.

Charles Holzhauer, of Newark, said that he had two hundred calls for stamps a day, but that he never sold a stamp.



W. C. Anderson. Mr. Beal, Jr. Geo. C. Reimann. Mrs. Relmann.
Mrs. Anderson.

He would tell the customer, however, that "if you will leave your letter with us and the money for the stamp we will purchase the stamp and mail the letter." In this way the customer was made to feel a sense of obligation which he would not feel if he were sold a stamp direct. Mr. Holzhauer said that he had made up his mind that he would be content with the cream of the business and let his neighbors take the skim milk. He did not sell five cents' worth of quinine pills, but would sell a dozen for ten cents, and rarely did he lose a sale. He narrated with dramatic effect several amusing incidents in connection with calls for postage stamps.

PRICES AND QUALITIES OF CHEMICALS.

Lyman F. Kebler, chief of the Drug Laboratory at Washington, presented a paper on Prices and Qualities of Chemicals, based upon the results of the examination of a large number of samples during the past year. Mr. Kebler's figures indicated the existence of a most surprising disregard on the part of manufacturers of the requirements set forth in the bids published by the department, and an equally surprising variation in the price of the products offered. Following is a list of prices which was exhibited by Mr. Kebler as an indication of the wide variation:

	Pound.
Acetic ether, U. S. P.....	\$0.60 to \$1.40
Benzolic acid, Merck.....	.70 to 2.60
Chromic acid, C. P.....	.66 to 1.90
Molybdic acid, pure.....	2.00 to 5.00
Pyrogallic acid, resublimed.....	1.80 to 3.25
Methylene blue.....	1.25 to 6.00
Calcium nitrate, C. P.....	.65 to 3.20
Litmus blue, pure.....	.50 to 3.25
Methyl violet.....	.08 to 3.25
Sodium hydroxide, C. P.....	.95 to 3.52

In commenting on these figures and others which were included in the paper, but not exhibited, the author urged all who were interested in assay work to insist upon dealers furnishing them with pure reagents, for without pure reagents it is impossible to do satisfactory work, and the first to criticize the results of the work of chemists where there was a difference was the manufacturing chemist who was very likely responsible for the variation in the results found by different analysts, because he had furnished reagents which were not pure. It was further observed that a high price does not by any means mean superior quality, for it was not at all uncommon to find a high-priced chemical marked C. P. which was in

reality not so good as the ordinary commercial variety. Labels meant nothing. Mr. Kebler said that one manufacturer said that C. P. meant commercially pure.

C. S. N. Hallberg, of Chicago, said that the paper which had been read by Mr. Kebler was the true field of commercial pharmacy. Here was a field large enough to give valuable and profitable employment to all the time which the pharmacist could possibly devote to it. If he wanted spirits of nitrous ether at 35 cents a pound, the pharmacist could make a better article than he could buy at that figure. "If he wants to buy F. F. F. F. ammonia (meaning, no doubt, Fast Flying Four First Families of Virginia), he can buy his ammonia and dilute it to suit himself."

Leo Eliel, of South Bend, Ind., said that the price question was not the one which appealed to him most in the paper by Mr. Kebler, but it was a question of properly labeling products, and here was a field in which he thought the association could do much good, for the members should insist upon dealers labeling their products properly.

The nomination of officers being in order, C. R. Sherman, of Omaha, was nominated as chairman, and R. C. Riley, of St. Louis, as secretary. M. Noll, of Atchison, Kan.; F. H. Carter, of Indianapolis, and O. W. Bethea, of Mississippi, were nominated as associates on the committee.

The Historical Committee.

Tuesday Evening.

The session of the Historical Committee was held in the committee room of the Coates House Tuesday evening, and the attendance was so large as to tax the capacity of the room to its utmost. The meeting was opened by the chairman, E. Kremers of Wisconsin, who presented a report on behalf of the committee outlining the work which lies before the committee. The report recommended the organization of a section devoted to historical matters and the creation of the office of historian, which official should have a practically permanent tenure of office so as to maintain the continuity of the work. The report advocated the collection of objects of historical interest and the establishment of a national pharmaceutical museum, and stated that Dr. Fred. Hoffmann had agreed to donate his historical books and collections to the association



A Group of Members Waiting for the Special Car.

provided a national museum be established, preferably at Washington. The Priestley collection was turned over to the National Museum after the centennial celebration at Northumberland, Pa. The chairman thought it not improbable that some arrangement might be made with the National Museum to set apart an alcove for matters of pharmaceutical interest. The report included an outline of the bibliography of American pharmaceutical history which has been undertaken by the chairman of the section. The work undertaken by the chairman included a collection of the complete files of the catalogues of the various colleges of pharmacy, though in many instances the institutions themselves did not possess a complete file of their own catalogues. An effort has also been made to secure

files of commercial catalogues, and here, too, it was found that few, if any, commercial houses have preserved complete files of their own catalogues. Efforts have also been made during the year to collect letters from Professor Maisch, Professor Procter and Dr. Rice. Mr. Wilbert has undertaken to care for and arrange any Maisch letters which may be sent him and Mr. Ebert will care for the Procter letters, and Miss



E. H. GANE.

Chairman-elect of the Scientific Section.

Adelaide Rudolph of Cleveland is making a collection of the letters of Dr. Rice.

The secretary then exhibited books showing collections of photographs taken at the various meetings of the association, and all members who had such photographs in their possession were urged to send unmounted copies to the secretary of the committee or to the historian, so that these collections might be made complete.

Dr. H. M. Whelpley exhibited a very complete and very interesting scrapbook covering the St. Louis meeting, and S. A. D. Sheppard exhibited a similar scrapbook covering the meeting held in Boston in 1875.

Albert E. Ebert presented a collection of letters from William Procter which contained several letters of considerable interest.

M. I. Wilbert read a paper on The Early History of Pharmacy in Philadelphia, and showed lantern slide portraits of the first physicians to take up the subject of medical education in the United States, and he made mention of the early history of the Philadelphia College of Pharmacy, and of the School of Pharmacy of the University of Pennsylvania, which preceded the establishment of that institution. It seems that the guild of pharmacists in Philadelphia resented the establishment of a pharmaceutical course in the university as an infringement of their rights in the premises, and that this feeling led to the establishment of the Philadelphia College of Pharmacy as an independent college.

E. J. Kennedy of New York described a collection which he has been making of commencement programmes and also one of pharmaceutical directories. Owing to a delay by the express company he was unable to exhibit the collection of programmes, which he had hoped to have present.

THIRD DAY.

First Session of the Section on Pharmaceutical Education and Legislation.

Wednesday Morning.

The opening address of Harry B. Mason, of Detroit, as chairman of the Section on Education and Legislation, consisted of a general review of the educational and legislative

conditions. He pointed out the danger which lies in a too radical movement in the direction of compulsory graduation as a basis for examination. He referred with approval to the enactment of the prerequisite requirement in New York State, which provides for a preliminary standard representing twelve regents' counts, or about the equivalent of the common school education; but this, he said, should be looked upon merely as a beginning, and the law should be amended as soon as possible so as to establish a more definite curriculum standard than that imposed by the mere provision presenting a two years' course as the minimum term of instruction in a college of pharmacy. The question would naturally arise as to how many weeks should constitute a course, and how many hours' instruction would be given each week. He said:

It is imperative that every prerequisite law should insist upon the observance of rigidly defined preliminary and curriculum requirements if the movement for compulsory graduation is not to be sapped completely of its power for good. A high school course, despite the fact that it is already enacted by a few university schools, may perhaps not be feasible as an entrance requirement at the start; it may have to be approached gradually and cautiously lest it become alarmed and fly out of reach; but it is after all little enough to demand, and it should be invariably required, certainly within the next decade. And as an additional safeguard the Board of Pharmacy should be given or should assume power to discriminate against colleges with low entrance requirements, and with courses of study which would effectually defeat the law while pretending to observe it. That the boards of pharmacy of the country are at this very meeting of the American Pharmaceutical Association to form a conference augurs well for united action along this and other lines of co-operative effort; and it is a source of gratification, too, that we have a conference of pharmaceutical faculties which is bound to exercise a strong influence for higher standards during the coming years. The reforms which come naturally from within, and which are not forced more or less artificially from without, are by far the most salutary and the most likely to be permanent; and in the present instance we may look to the conference of faculties for benefit even more than to legislation, remembering that the Association of American Medical Colleges has proved in the sister profession of medicine the most potent force in the establishment and maintenance of suitable entrance and curriculum standards.

THE PASSING OF THE INDEPENDENT COLLEGE.

The chairman referred to the consolidation of the New York College of Pharmacy with Columbia University and of the Maryland College with the University of Maryland as being steps in the right direction, and intimated that the time was not far distant when the independent colleges would all turn their tasks over to the universities.

He referred to the stringency of the drug clerks market as being due in large measure to the lack of social consideration



Mrs. Hopp.

Mrs. Shepard.

Mrs. Godhold.

accorded drug clerks and to the long hours and small pay. He believed that an elevation in the educational requirement if enforced generally would do much toward elevating the social status of the druggist and of his clerks, and that the local agreements to close at an early hour would offer some relief in this direction.

Referring to the pure drug crusades, which have swept over Boston, St. Louis, Washington, Newark, New Orleans and New York, he said that it was clear "that the pharmacists of the future will more and more be held by the courts, by physicians

and an enlightened public to a stricter responsibility, and he must be able to meet the obligation or suffer the consequences."

He said that the association was to be congratulated that the movement inaugurated by that body had resulted in the enactment of three additional laws restricting the sale of cocaine in Maryland, New Jersey and Virginia. In closing he referred with pleasure to the fact that the year had witnessed a desire on the part of pharmacists to honor those among them who had served the calling long and faithfully, instancing the Rice monument and tablet, the Wall medallion, and the



Lieutenant-Colonel Hoff, S. M. O., Directs the Hot and Weary Walkers to the Parade Ground at Fort Leavenworth.

presentation of an oil portrait of Professor Wulling to the University of Minnesota as proof of this laudable disposition upon the part of pharmacists.

The address was warmly commended by Messrs. Hynson and Kremers, though the conclusions drawn by the chairman as regards the efficacy of the cocaine law in Chicago were questioned by Mr. Ebert.

The report of the secretary, William L. Cliffe, of Philadelphia, was presented, showing the statistics of pharmaceutical registration and legislation during the past year and giving a brief history of the work of the secretary during that time.

THE MODEL ANTI-NARCOTIC LAW.

J. H. Beal presented a draft of a model anti-cocaine law, which consisted of the draft submitted last year, and which had been revised by the committee. It was first proposed that each clause be discussed and adopted seriatim, but this method of disposing of the measure was eventually abandoned and the draft was approved as submitted. The complete draft of the bill follows:

A BILL

To provide against the evils resulting from the traffic in certain narcotic drugs, and to regulate the sale thereof.

Be it enacted by the General Assembly of the State of ———.

Section 1. That it shall be unlawful for any person, firm or corporation to sell, furnish or give away any cocaine, heroin, alpha or beta eucaine, opium, morphine, chloral hydrate, or any salt or compound of any of the foregoing substances, or any preparation or compound containing any of the foregoing substances or their salts or compounds, except upon the original written order or prescription of a lawfully authorized practitioner of medicine, dentistry, or veterinary medicine, which order or prescription shall be dated and shall contain the name of the person for whom prescribed, or if ordered by a practitioner of veterinary medicine, shall state the kind of animal for which ordered, and shall be signed by the person giving the prescription or order. Such written order or prescription shall be permanently retained on file by the person, firm or corporation who shall compound or dispense the articles ordered or prescribed, and it shall not be recomposed or dispensed a second time, except upon the written order of the original prescriber, for each and every subsequent compounding or dispensing. No copy or duplicate of such written order or prescription shall be made or delivered to any person, but the original shall at all times be open to inspection by properly authorized officers of the law.

Provided, however, that the above provisions shall not apply to

preparations containing not more than 2 grains of opium, or not more than $\frac{1}{4}$ grain of morphine, or not more than 2 grains of chloral hydrate, or not more than 1-16 grain of cocaine, in 1 fluid ounce, or if a solid preparation in 1 avoirdupois ounce. Provided also that the above provisions shall not apply to preparations containing opium and recommended and sold in good faith for diarrhea and cholera, each bottle or package of which is accompanied by specific directions for use, and a caution against habitual use, nor to liniments or ointments when plainly labeled "for external use only." And provided further that the above provisions shall not apply to sales at wholesale by jobbers, wholesalers and manufacturers to retail druggists or qualified physicians, or to each other, nor to sales at retail by retail druggists to regular practitioners of medicine, dentistry, or veterinary medicine, nor to sales made to manufacturers of proprietary or pharmaceutical preparations for use in the manufacture of such preparations, nor to sales to hospitals, colleges, scientific or public institutions.

Sec. 2. It shall be unlawful for any practitioner of medicine, dentistry or veterinary medicine to furnish to or to prescribe for the use of any habitual user of the same any cocaine, heroin, alpha or beta eucaine, opium, morphine, chloral hydrate, or any salt or compound of any of the foregoing substances, or any preparation containing any of the foregoing substances or their salts or compounds. And it shall also be unlawful for any practitioner of dentistry to prescribe any of the foregoing substances for any person not under his treatment in the regular practice of his profession, or for any practitioner of veterinary medicine to prescribe any of the foregoing substances for the use of any human being.

Provided, however, that the provisions of this section shall not be construed to prevent any lawfully authorized practitioner of medicine from furnishing or prescribing in good faith for the use of any habitual user of narcotic drugs who is under his professional care such substances as he may deem necessary for their treatment when such prescriptions are not given or substances furnished for the purpose of evading the provisions of this act.

Sec. 3. Any person who shall knowingly violate any of the provisions of this act shall be deemed guilty of a misdemeanor, and upon conviction for the first offense shall be fined not less than \$25 nor more than \$50, and upon conviction for a second offense shall be fined not less than \$50 nor more than \$100, and upon conviction for a third and all subsequent offenses shall be fined not less than \$100 nor more than \$200, and shall be imprisoned in the county jail for not more than six months. It shall be the duty under this act of all judges of the Courts of Common Pleas in this State, at every regular term thereof, to charge all regularly impaneled grand juries to diligently inquire into and investigate all cases of the violation of the provisions of this act and to make a true presentment of the persons guilty of such violations.

Sec. 4. In any proceedings under the provisions of this act the charge may be brought against any or all of the members of a partnership, or against the directors or executive officers of a corporation, or against the agent of any partnership or corporation.

Sec. 5. This act shall take effect, and be in force from and after the day of 19....

Harry B. Mason was nominated to succeed himself as chairman and William L. Cliffe was again nominated as secretary, the following associates being placed in nomination: Francis B. Hays, North Carolina; Caswell A. Mayo, New York, and F. C. Godbold, Louisiana.

A paper on the consolidation of the New York College of



Viewing the Maneuvers, Fort Leavenworth.

Pharmacy with Columbia University, by Prof. H. H. Rusby, was read by title.

LIQUOR LICENSE PROBLEM.

C. W. Hoyt, president of the Massachusetts Board of Pharmacy, read a paper giving the history of the Massachusetts law, which gives the Board of Pharmacy supervision over drug-

gists' liquor licenses, prepared by C. F. Nixon. The conclusion of the members of the board, after nine years' experience with the law, was that: Given the conditions which exist in Massachusetts, namely, a nominal license fee for druggists and a local option law, the Massachusetts method of determining the fitness of pharmacists to secure and hold liquor licenses was



JUST LANDED IN ST. LOUIS.

F. C. Henry. J. F. Hancock. F. W. Melsaner.

the best that could be devised. The members, however, on the whole, deprecated the sale of liquors by pharmacists and did not advise any one to endeavor to secure legislative enactment along the lines followed in Massachusetts unless the conditions already existing were those indicated above.

That the law has been administered to the good of pharmacy and for the good of the State is shown by the fact that during the ten years in which the law has been in operation the number of pharmacists in business in the State has decreased from 1800 to 1530, and this decrease was made during a time when the State had a large increase in population. During the nine years in which the law has been operative the board has closed 422 drug stores and has refused licenses to a great many applicants who would otherwise have opened drug stores.

INTERSTATE REGISTRATION.

W. R. Ogier of the Ohio State Board of Pharmacy next read a paper, in which he outlined the many and sufficient reasons which render interstate registration an impossibility. After a brief discussion of this paper the section adjourned, to meet Thursday morning.

First Session of the Section on Practical Pharmacy and Dispensing. Wednesday Evening.

The change made in the programme of the first general session brought the first session of the Section on Practical Pharmacy and Dispensing on Wednesday evening instead of on Friday afternoon, as originally proposed. A large attendance testified to the popularity of the section.

THE ADDRESS OF THE CHAIRMAN.

The chairman of the section, W. H. Burke, of Detroit, in his address suggested the merging of the Commercial Section with the Section on Practical Pharmacy and Dispensing, as he said he had found it quite difficult to draw the line between commercial pharmacy and practical pharmacy, the two shading into each other so that he had found it difficult to secure papers for his section which did not verge into the realm of commercial pharmacy. He spoke of the disposition on the part of the pharmacists to play a waiting game in the matter of making

their attainments and qualifications known, and urged that the majority follow the example which had recently been set by a few of going actively to work to convince the physicians and the public of their knowledge and special skill. In referring to the Mann bill, the chairman said that this would really not give protection to a manufacturer in this country, although a similar product patent measure does give adequate protection in Germany. The reason for this difference in its effects in the two countries is that in Germany the man who markets a product similar to something already on sale must prove that his process is different. In the United States, on the other hand, the burden of proof would lie upon the original inventor, and he would have to be able to prove that the imitator used a process which was an infringement of his own—a very difficult and indeed almost impossible thing to do. One result of the enactment of such a law would be that the inventors of new chemical compounds, finding that the law no longer affords protection, would not patent their processes, but would keep them secret, depending entirely upon trade-marks to protect their interests. The chairman thought that it would be wiser to grant complete monopoly to an inventor for seventeen years under a patent than to practically force him to resort to a perpetual monopoly under a copyright name. He urged his hearers to keep themselves well posted regarding new remedies, as this was a field in which a majority of pharmacists did not know as much as they should know and as they might easily learn by carefully reading the pharmaceutical journals. He also suggested that manufacturers use dose labels on their new remedies for the information of druggists. He said he believed the average pharmacist placed too low a price on his services in preparing prescriptions. In closing, Mr. Burke said he believed that the elevation of the educational standard and professional attainments of pharmacists would be an important factor in minimizing the evils of competition in the near future.

Mr. Sheppard moved that the recommendation of the chairman that the sections on Commercial Pharmacy and Practical



AT THE GOVERNMENT BUILDING, ST. LOUIS EXPOSITION.

U. S. Marine. F. C. Henry C. L. Diehl. L. F. Kebler. E. H. Gane

Pharmacy be consolidated be adopted. Henry P. Hynson, of Baltimore, the father of the Section on Practical Pharmacy and Dispensing, made a strong plea in opposition to this movement, as he said that it was all important that the work of the Section on Practical Pharmacy be rigidly restricted to its particular field in order to make it of interest and value to the association. Mr. Hynson was supported in his opposition by Professor Diehl, Louisville; Henry P. Westcott, Atlantic City, and Lewis C. Hopp, Cleveland, while the chairman was supported in his arguments in favor of the consolidation of

the two sections by C. R. Sherman, Omaha; A. E. Ebert, of Chicago, and F. H. Carter, of Indianapolis. The motion to consolidate the two sections was lost.

THE COMMITTEE ON NATIONAL FORMULARY.

A summary of the report of the Committee on National Formulary was read by Henry P. Hynson on behalf of the chairman, C. L. Diehl. The report was adopted after a brief discussion.

George M. Beringer moved that the committee be instructed to adopt abbreviated euphonious names such as might be popularized in use. This motion caused a very lively discussion, being warmly seconded by Messrs. Ebert, Holzhauer and Hopp, and opposed by Messrs. Hynson, Hallberg and others. William C. Kirchgessner, of Michigan, said that he had endeavored to introduce National Formulary preparations for many years under the N. F. titles, but with absolutely negative results. He then gave some of these preparations fanciful names which were easy to remember, and as a result he had built up very considerable business on N. F. preparations. M. I. Wilbert, of Philadelphia, though he opposed the motion of Mr. Beringer, furnished good testimony in his behalf, based upon his own experience, in giving trivial names to preparations made in the German Hospital. The motion was eventually lost.

Leo Eliel, South Bend, Ind., moved as the sense of the section that no publisher should be permitted to use the text of the National Formulary without permission of the association and the payment of adequate compensation. The motion was adopted.

THE ENNO SANDER PRIZE.

Leo Eliel, as chairman of the Enno Sander Prize Committee, announced that this committee had awarded the prize to George M. Beringer, of New Jersey, for his paper on *Sapo Mollis* and *Linimentum Saponis Mollis*. Mr. Hynson directed attention to the fact that this prize, under the limitations laid down by the donor, could not be awarded to any one connected with a college of pharmacy as a teacher. This statement having provoked no reply, he asked Mr. Beringer directly whether or not he was connected with the Philadelphia College of Pharmacy, to which Mr. Beringer replied that, to his regret, he was not connected with the faculty of that institution.

W. C. Kirchgessner read a paper on "Methods of Improving the Prescription Business," in the course of which he referred to the advantage which accrued from being able to present papers before the local medical society. This brought out a strong plea from Mr. Hallberg for the members to become affiliated with the American Medical Association, which could be done by securing the indorsement of the County medical society. Mr. Hynson said that Mr. Kirchgessner's paper really belonged to the commercial section, since it had to do with advertising, and not with dispensing matters. Mr. Eliel approved of the paper decidedly as being eminently practical in its character.

FOURTH DAY.

Second Session of the Section on Education and Legislation.

Thursday Morning.

When the section convened on Thursday morning, Mr. Hallberg pointed out that the nominations for officers did not include a single teacher, upon which Mr. Mayo requested leave to withdraw his name as associate on the committee in favor of Prof. J. T. McGill, of Tennessee. Leave being granted, the following officers were elected: Chairman, Harry B. Mason, Detroit; secretary, William L. Cliffe, Philadelphia; associates, J. T. McGill, Nashville; Francis B. Hays, North Carolina, and F. C. Godbold, Indiana.

DEGREES IN PHARMACY.

Prof. John T. McGill of Nashville, Tenn., read a paper on "What Degrees Should Be Given by Colleges of Pharmacy," in which he advocated the simplification of degrees and the abolition of the distinctly pharmaceutical degrees except those of graduates in pharmacy and pharmaceutical chemists. He deprecated the use of the degrees of bachelor, master and doctor, except where granted after the usual academic courses, and in this case suggested that the B. Sc. and Ph. D. degrees

be granted without any qualifications when taken by university graduates, on the same plane as the bachelors in science and doctor of philosophy in other lines of scientific work.

Mr. Hynson opposed the conclusions of the author on the ground that usage makes right and that the usage in these cases was so well established as to make it unwise to upset that usage. Upon motion of Albert Schneider, of California, Dr. McGill's paper was referred to a committee of five for consideration, with instruction to report next year, and was also referred to the Conference of Teaching Faculties for their consideration.

The following papers were then read: A Commercial Course in Colleges of Pharmacy, by Henry P. Hynson; The Consideration of Alkaloids in Schools of Pharmacy, by W. A. Puckner; The Advantages of Higher and Uniform Entrance Requirements to Colleges of Pharmacy, by Albert Schneider; The Requirement of Graduation from a High School Before Admission to Colleges of Pharmacy and of Graduation from a College of Pharmacy Before Registration as a Pharmacist, by J. H. Beal, and The Prerequisite Law in New York State, by Caswell A. Mayo. In the discussion which followed the reading of this group of papers, the view taken by Professor Beal, that the enactment of a prerequisite law was a first step in the direction of higher educational qualifications, was brought into question, but the general sentiment seemed to be in favor of the enactment of the prerequisite law, and Mr. Wilbert, of Philadelphia, said that the passage of the prerequisite law in New York would be of marked benefit to pharmacists all over the United States, since no college could afford to have it said that its students had been ruled out by the New York Board of Regents.

Upon motion of Mr. Kremers a resolution was adopted to the effect that the American Pharmaceutical Association urges its members to do whatever they can to bring about the enactment of laws requiring graduation as a prerequisite of examination by the Board of Pharmacy.

Upon motion of Caswell A. Mayo, the chairman was instructed to appoint a committee to draft a model of a prerequisite law which would be generally applicable in other States, the conditions of New York regarding preliminary education and qualification being quite different from those in other States.

THE CONFERENCE OF BOARDS.

George C. Reimann, of Buffalo, reported as chairman of the committee, which had been appointed at the Mackinac meeting to call a conference of the Boards of Pharmacy, stating that about 400 letters had been sent by this committee to members of the boards all over the United States and Canada and that 25 different boards were represented at this meeting. Two conferences had been held and permanent organization effected. (A report of the work of the conference appears in another column.)

R. G. Eccles read in abstract a paper on Food Legislation as Affecting Pharmacists, in which he took the ground that the use of preservatives is not harmful, and, in fact, took quite the contrary ground, stating that "in the Vital Statistics of the United States census for 1900 is given a table of deaths from diseases of the intestinal tract for all parts of the United States. The table gives the country as divided up into 21 grand divisions and not by States. This table shows that the highest death rate of any part of our country is exactly where the most rigid censorship exists against preservatives. Decomposing food stuffs get in their deadly work in the intestinal tract, so that the showing is very interesting. The death rate is not merely a little bit higher, but is decidedly higher. On the other hand, the regions where there is no censorship and where conditions are such that preserved foods are in great demand have the lowest death rate of any part of the United States from this class of diseases. I do not pretend to explain this, but leave it for those who hold that preservatives are an evil to make the explanation."

The following papers were then read by title: The Pharmacist and the Physician, by M. I. Wilbert; Historical Sketch of the Establishment and Organization of the U. S. Naval

Corps. by E. N. Phillips; the new officers were installed and the section adjourned.

First Scientific Session.

Thursday Afternoon.

The proceedings of the Scientific Session were opened at three o'clock on Thursday afternoon by the chairman of the Scientific Session, W. A. Puckner, of Chicago, who presented a report on behalf of the Scientific Committee.

The report contained several recommendations and was referred to a committee composed of J. A. Koch, of Pennsylvania; E. Kremers, of Wisconsin, and Geo. M. Beringer, of New Jersey.

Edw. Kremers, chairman of the committee on Ebert prize, submitted a report, in which, after reciting the conditions imposed by the donor of the prize, the committee stated that the only two papers submitted at the Mackinac meeting, which were entitled to consideration, were the papers on the Crystalline Substances of Prickly Ash Bark, by H. M. Gordin, and A Contribution to the Chemistry of Chelidonium, by J. O. Schlotterbeck and H. C. Watkins. Both of these papers, however, were in the nature of preliminary notes rather than complete papers, and the committee, therefore, recommended that "These two papers be taken into consideration when their authors make further reports on the same subject." The recommendations of the committee were concurred in.

DRUG ADULTERATION.

The report of the Committee on the Condition of the Drug Market was read by E. H. Gane, of New York, secretary of the section, in the absence of E. L. Patch, of Massachusetts, chairman of the committee.

Report of Committee on Drug Market.

In opening, the committee made complaint of the continued failure of members to respond to solicitations to report all variations from the usual standards that come to their attention. In the hope of securing valuable information bearing upon the work, the committee sent to the chemical and pharmaceutical manufacturers and to several importers and jobbers the following circular letter, asking their co-operation:

The Committee on the Drug Market of the American Pharmaceutical Association desire to make their report as representative and valuable as possible. To this end they have voted that the chairman be requested to invite the co-operation of the manufacturers of the United States. The committee will esteem it a great favor if you will communicate to them at an early date any departures from the standard in drugs and chemicals that have come to your attention during 1903 and up to June 1, 1904, that you consider to be of general interest and of value to their report. They also request you to contribute any subsequent data coming to your attention, to be used in future reports. Such contributions will be duly credited to your analytical department.

Please address all correspondence to the chairman of the committee. For the committee,

Yours truly,

E. L. PATCH, Chairman.

The committee called attention to the needless exactions placed upon many products and the incompleteness of many of the U. S. P. 1890 tests, but for the expectation of their correction in the forthcoming revision of 1900.

The co-operation of the drug laboratory at Washington had been continued, and much of value was anticipated from the efforts being made to secure accurate data upon the value of assay methods. An effort was being made to secure the co-operation of many in a re-examination of morphimetric methods and in the uniform testing of a line of chemical products.

Bulletin No. 80, Adulterated Drugs and Chemicals, issued by the Bureau of Chemistry, contains much of interest and value to pharmacists. It calls attention to a condition the existence of which is a constant source of annoyance and difficulty, consisting in the uncertain application of the terms C. P., Pure, Purified, Twice Purified, etc., products of all degrees of purity appearing indiscriminately under all these designations, so that label and price are no guarantee of purity and every package must be examined to decide upon its value.

In this connection the committee called attention to com-

plaints constantly made in relation to the great variation of the products sent out by the same house. One lot will be all that could be desired; another, under the same label, will be very inferior in quality, containing foreign salts and a large amount of dirt and other extraneous matter. It has been said that the failure of many American chemicals to respond to the simple test of making a clear solution has discredited them in foreign markets. Attention to these details may mean increased cost of production, but the house that establishes a solid reputation in this particular should ultimately secure an adequate return in increased business.

Attention was directed to the growing scarcity of many valuable drugs of American origin, the article of Dr. Henry Kraemer in the American Journal of Pharmacy for December, 1903, being referred to, as well as the monogram upon the Cultivation of Drug Plants in the United States, by Dr. R. H. True, appearing in the Year Book of the Department of Agriculture.

The committee said that encouragement should be given to all efforts being made to stimulate interest in the cultivation of such drugs and to introduce to cultivation many drugs of foreign origin that can be introduced to advantage. The great advance in the price of golden seal, from 17 cents to \$1.15 per pound; of crawley root, from 14 cents to \$1 per pound; of cotton root, from 3 to 35 cents per pound; senega root, from 25 to 75 cents per pound; serpentaria, from 17 to 42 cents per pound; mandrake, from 3 to 9 cents; cannabis indica, from 8 cents to \$1 per pound; American saffron, from 11 cents to \$1.35 per pound, may not be properly chargeable to increasing scarcity alone, but an increased production would render such abnormal increase in price more difficult to bring about.

Complaint has been made that aloin is substituted in whole or in part by powdered aloes, and that the therapeutic effect of aloin combinations covers so wide a range of activity that the products must differ radically in composition. To ascertain the real facts, L. D. Havenhill kindly undertook for the committee the examination of 21 specimens of aloin obtained from the leading sources of supply, and the results are embodied in a separate paper which is printed in full elsewhere in this issue.

The report concluded with a tabular alphabetical statement of the results of the examination of a wide range of chemicals and drugs.

In commenting on the paper the secretary referred to the large increase in the quantity of American chemicals purchased by Japan since the outbreak of the war with Russia, and said that one of the principal difficulties met with by dealers was in securing chemicals which would comply with the somewhat stringent requirements of the Imperial Hygienic Laboratory at Tokio.

Mr. Kebler, of the committee, directed attention to one particular paragraph, which had not been read in the abstract submitted, in which reference was made in general terms to the widespread use of wood alcohol in the manufacture of tincture of Jamaica ginger. Since this statement was of a very general character and was taken from the public press he wished to direct the attention of the session to it. Upon motion of Caswell A. Mayo, this reference was omitted from the report on the grounds that it was too vague to be of any scientific value, and that the original reference was believed to be the report of the Massachusetts Board of Health, which was easily accessible to all who were interested and which had already been abstracted in previous reports of the committee.

MR. BERINGER VINDICATED.

The chairman then announced that a committee report would be received without stating the name or object of the committee or any information whatever as to its purport, and called upon Edw. Kremers, who stated that he would submit the report on behalf of Dr. Prescott, the chairman. His summarization was so vague and indefinite that many of the members were wholly at sea as to what the report was all about. Those who had followed closely the proceeding at last year's meeting soon recognized the report as referring to the controversy which had been precipitated by the exposure of

samples bearing the names of the manufacturers and also bearing indorsements indicating they were grossly adulterated. The report, as summarized by Dr. Kremers, however, was so vague and mysterious as to lead Dr. Dohme to make a specific inquiry as to what it was all about. With great apparent reluctance one detail after another was brought out by the inquiries of Dr. Dohme and other members, until finally the full significance of the report became apparent. After it had been developed through the cross questioning of the various members that the report really covered the charges of adulteration, which had been virtually brought against Mr. Beringer and other members of the association by submitting samples bearing the marks referred to, Dr. Kremers suggested that Mr. Beringer himself should announce the conclusions to be drawn by the report, as the author of the report offered no conclusions whatever. As a result of the questioning, the entire facts of the matter were drawn out.

THE HISTORY OF THE CASE.

Briefly, the whole incident may be summarized as follows: In the course of the work of the Committee on the Drug Market, that committee solicits the contribution of information concerning adulterated drugs from all the members who are known to be engaged in the examination of drugs and chemicals as to their purity. There came into the hands of the committee a series of samples of dithymol diiodide, etc., the packages of which bore the labels of the manufacturers and indorsements showing when, where and by whom bought, together with figures indicating the ash, total residue insoluble in ether and bearing the initials V. C., or in some cases the name V. Coblentz.

In submitting the report of the committee at the Mackinac meeting several of these samples were placed on the table for the inspection of the members, and it was observed that among them were samples bearing the name of Shoemaker & Busch and George M. Beringer, Camden, N. J., as manufacturers. These bore the following indorsement:

No. 1.—Shoemaker & Busch—Bought by N. Pennypacker, August 7, 1900.
A. H. O'Mally, September 24, 1900.
A. G. Ash, 18.2 %; Ether insoluble matter, 25 %; Na_2CO_3 , 6.8-10 %.
Dithymol diiodide and starch with NaI and NaCl.
V. Coblentz, N. Y.
Sample No. 6.
G. M. Beringer, Camden, N. J.
H. S., April 24, 1900.
Philadelphia, April 22, 1902, bought by W. K. Matron.
T. K., April 2, 1900, Ash, 27 %.
Ether insoluble matter, 37.1 NaI, Dithymol diiodide.
V. Coblentz, N. Y.

Upon the request of Mr. Beringer the samples were placed in the hands of the secretary, and a special committee was appointed by the president of the association to analyze the samples and report upon them at the Kansas City meeting. This committee was composed of A. B. Prescott, Ann Arbor; Charles E. Caspari, St. Louis, and Ed. Kremers, Madison, Wis. It was the report of this committee which was presented by Mr. Kremers.

The report of the special committee showed the findings in ten samples, nine of which were samples exhibited at the Mackinac meeting, the tenth being a sample purchased in the open market for the committee during the Mackinac meeting. The results of the examinations by the committee, as compared with the statements as to the character of the samples given in the original markings on the packages, are shown below. It should be stated that the averages given by the committee are derived from independent examinations of different portions of the same samples by Charles E. Caspari of St. Louis, E. Kremers of Madison, Wis., and A. B. Prescott, chairman of the committee. Sample No. 1, made by Shoemaker & Busch, was originally marked as containing 18.2 per cent. ash and 25 per cent. ether insoluble matter. The average finding of the committee was 7.36 per cent. ash and 11.95 per cent. ether insoluble matter.

Sample No. 6, the Beringer sample exhibited at Mackinac, was marked 27 per cent. ash and 37.1 per cent. ether insoluble matter. The average finding of the committee was: Ash, 2.19 per cent.; ether insoluble matter, 5.16 per cent. Sample No. 10, made by Beringer, which was purchased for the committee

during the Mackinac meeting in the open market, showed an average by the committee of 3.02 per cent. ash and 12.95 per cent. ether insoluble matter. A comparison of the results found by the committee in comparison with the results marked on the samples submitted at Mackinac showed fairly close accord in three of the samples, while in the other samples a marked discrepancy was shown between results obtained by the committee and the markings on the original samples exhibited.

The committee transmitted under seal to the association the original packages from which the contents have been taken for analysis.

Mr. Beringer requested permission to examine the markings on the original packages, and comparing the chirography of the markings on the samples with a letter received by him from Prof. Coblentz, dated New York, September 28, 1903, with the chirography of this autograph letter and called attention to the fact that so far as superficial observation could determine it was identical with the markings on the package, notwithstanding the fact that he had a letter dated October 5, 1903, stating "that it was a glaring error on the part of my assistant, who selected and marked the samples."

Professor Good said that it was fair to assume—at least, charitable to assume—that an error had been made in making the indorsements.

Professor Caspari here read from the proceedings of the Mackinac meeting the paragraphs referring to the incident of the samples and pointed out that no figures had been made public at that meeting and no names had been mentioned as to the manufacturers, the only clue to the identity of the manufacturers the purity of whose products were involved being contained in the statement by Mr. Beringer, which showed that he was one of the manufacturers.

Mr. Caspari therefore opposed the publication in detail of the findings of the committee as bringing into prominence and specifying details of charges which had now been proven to be unfounded. He therefore opposed the publication of these details or anything more than a general reference to the findings of the committee.

It was proposed that Mr. Caspari, as editor of the proceedings, and Mr. Beringer should be appointed a committee to prepare a statement in the proceedings which would vindicate Mr. Beringer and would cover the facts in the case in the fewest possible words. Mr. Beringer declining to act on any such committee, Mr. Cliffe moved that the entire report and discussion, subject, of course, to the usual editorial revision, be published, and supported this motion with an earnest and almost impassioned appeal to the session to do the fullest justice to the members who had been subjected to an unjust accusation through the association, if not at the hands of the association itself. This appeal was received with hearty applause.

C. S. N. Hallberg, of Chicago, and J. L. Lemberger, of Lebanon, supported this motion vigorously and it was carried. In this wise the entire matter is made public property, and we therefore go somewhat into details concerning the incident.

Mr. Beringer thanked the section for the unequivocal vindication which he had received through the report of the committee and the act of the session. As to the scientific aspects of the subject, he said that he had refrained from carrying on any further study of the behavior of dithymol diiodide during the past year, but would like to call the attention to the members to facts which indicated that commercial iodides of thymol were not as they were reported to be—definite chemical compounds—but are mixtures in varying proportions of different iodides. Among the facts which point to this conclusion are the varying solubility of the different samples made by the same makers and the fact that on evaporation of the ethereal solution a product was obtained which is only partially soluble alcohol, and also that the commercial product contains varying portions of free iodine.

The general secretary of the association was instructed to seal up and retain the boxes which bore the original markings and to request Professor Prescott to return the unused portions of the contents of the boxes to him.

ERRONEOUS DIRECTIONS FOR THE PREPARATION OF ALOIN.

Dr. A. R. L. Dohme read a paper on Copaiba, in which he gave the results of analysis which indicated the presence on the market of copaiba made by dissolving rosin in copaiba oil. Dr. Dohme also read a paper on Aloes and Aloin, in which he quoted the admirable work published by Tschirsch in the *Pharmaceutische Post*, showing that the so-called Socotrine aloes is the lowest in aloin content, while Curacao and the despised Cape Aloes are highest in aloin contents. Dr. Dohme examined one specimen of Cape Aloes which contained as much as 28 per cent. of aloin. He took occasion to direct attention to a paper by H. J. Lohmann, published in the *Druggists' Circular*, giving a process for the preparation of aloin which was completely wrong, the aloin entering into solution in the acid menstruum and being thrown away if the directions of that author were followed. H. M. Gordin said that he likewise had had his attention directed to a paper by the same author on the examination of stone root, and that when he followed the process as directed he obtained a beautiful crystal of magnesium phosphate instead of the alkaloid which the author thought he had found. Dr. Dohme also read a paper on Acetic Acid Extracts, in which he outlined the well defined limitations of usefulness of acetic acid as a menstruum. In colchicum he found that there was no loss of alkaloid in the fluid extract and some 8 per cent. loss in the solid. Digitalis showed a loss of 16 per cent. of digitoxin in the fluid extract and 42 per cent. in the solid extract. It did not seem at all probable that the use of acetic acid as a menstruum would become so popular or so widespread as had been anticipated at one time. Dr. Dohme concluded with a preliminary note on the presence of a fatty oil in podophyllum root, the presence of which had not heretofore been noted, so far as he was aware.

DR. JOWETT ON CASCARA.

The secretary of the section, Mr. Gane, read an abstract of a paper by H. A. D. Jowett, of London, England, giving the result of a chemical examination of cascara bark, and reviewing and criticising the work of various investigators. Dr. Jowett did not find emodin present, a fact which, it was suggested by Dr. Dohme, might have been due to his failure to use fresh bark. Mr. Gane explained, however, that Dr. Jowett had used both fresh and seasoned bark in his work. A paper on the same subject by Burt E. Nelson, of Birmingham, was read in abstract and submitted to the Committee on Publication.

A voluminous paper on The Medicinal and Poisonous Plants of California was submitted by Albert Schneider, of San Francisco, and was accepted with the understanding that an abstract only would appear in the Proceedings, the full paper to be published by the University of California and copies to be supplied to all members applying to the author. The section then adjourned till Friday morning.

Second Session of Section on Scientific Papers.

Friday Morning.

The second session of the section was convened at 10.30 on Friday morning, the first business transacted being the election of officers, E. H. Gane, of New York, being chosen chairman, and Charles E. Caspari, of St. Louis, secretary of the section.

H. M. Gordin read a paper on Calycanthine, an alkaloid derived from the *Calacanthus Glauco* Pursh, describing the various reactions of the alkaloid and giving its general properties. The alkaloid is very easily decomposed, and Mr. Gordin pointed out a very peculiar and delicate reaction, the alkaloid giving, even with very small traces, a black color with gold salts. R. G. Eccles, who had discovered the presence of Calycanthin in this plant some years ago, took quite a fatherly interest in the alkaloid and spoke with glowing enthusiasm of its high index of refraction as making it resemble a diamond. Mr. Gordin was mildly sarcastic and said that while the alkaloid did yield beautiful crystals it was in no wise such a phenomenal substance as Dr. Eccles seemed to believe.

A paper on The Peroxides, by H. W. Emmerson and L. E. Sayre, was withdrawn by the authors as being incomplete.

M. I. Wilbert, of Philadelphia, presented several samples of Epsom salt and called attention to the gross impurities present in the commercial article largely through carelessness in packing.

CODLIVER OIL.

A note by J. Percy Remington, of Brooklyn, on Codliver Oil was read by the secretary, and also a note on a Test for the Purity of Codliver Oil, written by Mr. Gane himself, which will be found on another page of this issue.

In discussing this paper, Mr. Kebler stated that the Department of Agriculture was contemplating the study of codliver oil and that the United States Fish Commission had signified its willingness to send experts to the fisheries, both in Norway and in Newfoundland, to investigate the conditions at the source of supply and to secure specimens of undoubted purity.

A paper on The Quinhydrone Hypothesis of Plant Pigmentation was read by E. Kremers, of Wisconsin, or, rather, presented in verbal abstract. This was followed by a paper on the Curing of the Leaf Drugs, with special reference to appearance, by Rodney H. True and W. W. Stockberger, of Washington, which was presented in abstract by Dr. Richtmann, of the Bureau of Plant Industry, Department of Agriculture, with which the authors are associated.

J. A. Koch, of Pittsburgh, submitted his report as chairman of the Committee on the Chairman's Address, recommending that authors be required to submit an abstract of not less than 50 and not more than 200 words, at least ten days prior to the day of meeting, to the officers of the section, and be required to present the complete paper to the officers on the opening day of the meeting. The report was approved and the recommendation adopted.

MR. KEBLER ON IMPURE CHEMICALS.

Four papers by Lyman F. Kebler were then presented in abstract by the author. First, a report on The Quality of the Chemical Reagents in the Market, in which room for improvement was pointed out and analysts were urged to insist upon securing pure reagents; second, a report on Co-operative Work in Opium Assaying, which showed a lamentable variation in the results obtained from identical samples by different workers using the same processes. These results showed the necessity for further work along this line, and also demonstrated the value of co-operative work under Governmental direction and encouragement; third, a preliminary report on The Presence of Nitrogen and Nitrates in Medicinal Plants, and, fourth, a paper by L. M. Tolman, of Washington, on The Methods of Detecting Adulterations in Olive Oil.

AN OPTIMISTIC VIEW OF THE DRUG MARKET.

Dr. Daniel Base, of Baltimore, read a report giving the results of the examination of some official drugs, in which he found only two cases of actual adulteration in 115 samples examined. Twenty-two and one-half per cent. of the drugs were unsatisfactory, not because they would not give good results when used as medicines, but because they failed to respond to the tests required by the United States Pharmacopoeia, in fact, but few of them were of really poor quality.

Dr. J. H. Hunt, chief of the Pharmacological Laboratory of the Marine Hospital Service, had examined 200 samples of drugs, none of which were adulterated, and only a few of which failed to come up to the U. S. P. standard.

Charles E. Caspari, of St. Louis, presented a paper proposing A Method for the Determination of Codeine in Opium, and criticising the method of Van der Wielen, which is open to the objection that the quantity worked on is so small that the slightest error in weighing the very small yield of alkaloid will materially detract from the accuracy of the results, the method is also open to objection on account of the author using aliquot parts.

Mr. Caspari also presented a note on The Use of Potassium Diiodate for Standardizing Volumetric Solutions. The salt is easily prepared, is neither hygroscopic nor effervescent, and a standard solution will remain unchanged for years if kept well stoppered.

Caswell A. Mayo, of New York, presented an abstract of a paper on

THE STANDARDIZATION OF CLINICAL THERMOMETERS,

in which he presented the results of the examination of fifty-one thermometers such as are ordinarily sold by the retail pharmacists. Each of these thermometers was provided with a certificate; but notwithstanding this fact, 33 per cent. of them were rejected under the requirements of the U. S. Bureau of Standards. Mr. Mayo briefly outlined the requirements of that bureau and urged upon the members of the association the necessity for the exercise of great care in the purchase of these instruments, upon the accuracy of which so much depended in the sick room. Henry P. Hynson commented favorably on the paper and said that this was a subject which should be given careful consideration by pharmacists. Mr. Mayo had stated that these thermometers examined were of the grade which sold at about \$6 to \$7 per dozen. He had made it a rule in his own store to use only Hicks Bros.' and Taylor's thermometers, and asked Mr. Taylor if he had examined any of the imported thermometers, which were higher priced and, he believed, more accurate than those of American make. Several of the members commented favorably on the paper, and Mr. Kebler confirmed the reports of Mr. Mayo's observation as to the unreliability of thermometers generally by citing the case of what purported to be standard chemical thermometers in use in the department which had been found to be absolutely unreliable.

Henry P. Hynson read an abstract of a paper by Dr. N. C. Kierle, Jr., and H. A. B. Dunning on Saponin as an Emulsifying Agent. One grain of saponin and 24 grains of powdered tragacanth will suffice to make 4 ounces of an excellent 50 per cent. emulsion. It has been stated that saponin is poisonous, and it is highly important to determine the degree of toxicity, so as to decide whether or not it would be practicable to use this as an emulsifying agent without danger of producing toxic effects.

The last paper presented was one written by W. A. Puckner of Chicago, chairman of the section, on Sodium Bicarbonate in Iodometric Determinations, in which the author pointed out that the errors caused by the hydrolysis of the bicarbonate may be prevented by working in dilute solutions which had previously been saturated with carbon dioxide.

The newly elected officers announced that they had appointed as associate on the committee Dr. Daniel Base, of Baltimore.

After the passage of a unanimous vote of thanks to the retiring officers the section adjourned *sine die*.

Second Session of the Section on Practical Pharmacy and Dispensing. Friday Afternoon.

The second session of this section was opened by Wilbur L. Scoville, of Boston, who presented a number of samples of National Formulary preparations, made according to the revised formulas. Mr. Scoville took up these samples one at a time, commented on them and pointed out the peculiar features of the specimens shown, as well as the various proprietary preparations which they approximately represented. In commenting on the appearance and characteristic odor of Isterine, he said that its peculiar qualities were, no doubt, in large measure due to the care exercised by the makers in the selection of the ingredients. If a druggist had the formula for Isterine, he could not expect to reproduce the article as made unless he used the same quality of ingredients. Ordinary Wayne County peppermint oil and the commercial synthetic benzoic acid would not even remotely simulate the flavors of the genuine Isterine, for the makers seemed to use a high-priced Mitcham or Saxon peppermint oil and undoubtedly used benzoic acid distilled from the gum. To exactly reproduce the flavors it would be necessary to use exactly the same brand of oils, which was manifestly impossible. There was some discussion as to the colors used by manufacturers of pharmaceutical specialties. Mr. Scoville held that they used aniline colors to a large extent, while Mr. Ryan, of Detroit, denied this, stating that the manufacturers used only vegetable colors.

ELECTION OF OFFICERS.

Mr. Westcott withdrew his name from nomination for

the chairmanship of the section on the ground that his duties in connection with the proposed selection of Atlantic City as a meeting place would make it impracticable for him to devote sufficient time to the duties of the office, and also stated that one of the factors inducing him to withdraw his name was the desire expressed by the officers of the association to retain on the Council the highly valued services of C. A. Rapelye, of Hartford, whose term of office as a member of the Council had expired this year. Mr. Westcott then placed Mr. Rapelye's name in nomination and he was elected chairman, W. C. Kirchgessner, of Grand Rapids, Mich., being elected secretary, and Miss Amanda Stahl, of Chicago, associate on the committee.

Mr. Scoville read a note on Wax in Suppositories, which

brought out some discussion as to the proper method of manipulating suppositories made by hand. E. A. Ruddiman, secretary of the section, read a series of dispensing notes, in commenting on which Professor Scoville suggested an easy method of handling tragacanth. Where he had 30 grains of this gum in powder, 2 drachms of bismuth subnitrate and 4 ounces of water, he put the powdered tragacanth into a dry bottle, added 2 drachms of alcohol directly on the powder, shook this up so as to disseminate the tragacanth through the alcohol,



Miss AMANDA STAHL,

Member of the Committee on Practical Pharmacy and Dispensing.

added the water and bismuth, and, shaking the whole together, secured a uniform mixture which stood well. He pointed out the interesting fact that acacia tends to liquefy tragacanth mucilage, a fact which must be borne in mind as a limitation to the usefulness of the combined gums.

The following papers were then presented: An Adjustable Label Drawer, by M. I. Wilbert; Glycerole of Hydriodic Acid, Elixir Carica Papaya, and Powdered Chicken Gizzard, by W. C. Kirchgessner; A Green Color for Pharmaceutical Preparations, by M. I. Wilbert; Dispensing Notes, by H. P. Hynson. A Series of Contributed Pharmaceutical Notes, by Messrs. Hynson, E. McElherin, C. L. Becker, J. F. Patton, W. F. Blome, L. A. Seltzer, W. C. Kirchgessner, D. G. Potts, O. Raubenheimer and W. T. Jackman, were then read by title, as were also two papers by W. A. Dawson, of Hempstead, L. I. The section then adjourned.

FINAL GENERAL SESSION.

Friday Night.

The last general session was opened by addresses from various delegates, including A. M. Roehrig and W. H. Mueller, of the United States Public Health and Marine Hospital Service; Mr. Phillips, of the United States Navy; Dr. Hunt, of the Hygienic Laboratory, and Mr. Kebler, of the Department of Agriculture. The report of the committee on time and place of meeting was presented by the chairman, Mr. Hynson, recommending Atlantic City as the place of meeting, and the first Monday in September as the time, and also recommending that the entertainment be placed in the hands of a committee, and that any entertainment on the part of local members be distinctly discouraged. Dr. Otto Claus, of St. Louis, presented a minority report favoring Cambridge Springs, Pa., but the majority report was adopted, though the names proposed as a local committee were stricken out.

COMMITTEE ON PRESIDENT'S ADDRESS.

The report of the Committee on the Address of the President was submitted, and the following recommendations of the committee were concurred in: That a section on historical pharmacy be established, that close relations be established with the N. A. R. D., and that the programme of the meeting be so arranged as to bring the meetings of the sections on commercial pharmacy and on practical pharmacy and dis-

persing together toward the last of the meeting. The recommendation of the committee and of the president that the time for the installation of officers be changed to an earlier session was not approved, though the discussion brought out the fact that several members thought it a good plan.

The chairman of the Committee on General Prizes reported that that committee had been unable to choose, and suggested that the prizes either be abolished or some special instructions be formulated as to the character of the papers to be taken into consideration in the awarding of these prizes.

F. C. Henry, of Washington, submitted a report as chairman of the Committee on National Legislation, in which he outlined the status of the bills before the last session of Congress affecting pharmacy.

William Mittlebach, of Booneville, submitted his report as chairman of the Committee on Membership, and Frank G. Ryan presented a report on Weights and Measures.

At the request of the Section on Education and Legislation the general session voted to approve of the Mann bill.

M. I. Wilbert submitted his report as delegate to the meeting of the American Medical Association.

A number of amendments to the by-laws which had been proposed in sectional meetings were read and held over for action.

The report of the Committee on the Status of the Pharmacists in the United States Service was read by title by Dr. George F. Payne. The report of the Committee on Transportation was also read by title.

After a recess of a few moments, five different amendments to the by-laws, proposed at earlier sessions, were adopted.

The following resolution was proposed by J. F. Hancock, of Baltimore, and was adopted:

Whereas, The American Pharmaceutical Association from its inception has enrolled as members the most reputable and accomplished pharmacists and druggists of America, who by the character of their annual contributions have made it an ideal organization; and

Whereas, One of its founders, the late Prof. Williams Procter, jr., became its most distinguished and honored member, through his untiring energy, ability and valued services, to the close of his life; therefore be it

Resolved, That a committee of five be appointed by the president, said committee to be known as the Committee on the William Procter, Jr., Monument Fund, whose business it shall be to solicit subscriptions for a memorial monument.

Resolved, That when a sufficient amount shall be collected by subscriptions, this association shall authorize and have erected in the Smithsonian grounds in Washington City, D. C., a bronze monument, commemorative of the late William Procter, jr., the father of American pharmacy.

Resolved, That the committee be authorized to invite the co-operation of various State pharmaceutical associations, and all other bodies and individuals in sympathy with the undertaking, and that due credit be given to each subscriber.

Resolved, That the American Pharmaceutical Association shall be the custodian of all funds collected and shall disburse the same for the object herein named, under such rules and regulations as may be adopted.

A telegram of greeting from the president of the Proprietary Association of America was received and the secretary instructed to make due acknowledgment.

The minutes of the fourth session of the council were read, including a statement that the report of the Special Committee on the National Bureau of Foods and Drugs, covering some 14 pages of manuscript had been submitted to the convention, showing that the American Medical Association had failed to approve of the bureau as it stands.

The minutes of the first session of the new council were also read, showing that the council had agreed to send a set of the proceedings to the United States Public Health and Marine Hospital Service, and announcing the names of the various council committees.

The report showed that since the Mackinac meeting 230 members had joined, a gain of 42 over the number joining in the previous year. The general session having decided to establish an Historical Section, the officers of that section were elected as follows: Chairman, A. E. Ebert, of Chicago; secretary, Caswell A. Mayo, of New York; historian, Edward Kremers, Madison, Wis.

The newly elected officers were then duly installed and votes of thanks were adopted to the local secretary and his associates, and to Col. W. I. Duncan, commanding officer at Fort Leavenworth, and to Lieut.-Col. J. van R. Hoff, the senior

medical officer, for the courtesy shown the members in their visit to the fort, after which the fifty-second annual meeting of the American Pharmaceutical Association adjourned *sine die*.

THE SOCIAL FEATURES OF THE MEETING.

The social programme outlined by the local committee was so full as to keep the members constantly on the go from the moment of their arrival at Kansas City on Monday morning until their departure.

The officers of the Local Committee of Arrangements were: Chairman, Joseph C. Wirthman; treasurer, D. V. Whitney, and secretary, Major F. C. Vincent, who, being gifted with an unusually clear and resonant voice, was called upon to make all the various announcements on behalf of the local committee from time to time. Major Vincent also acted as chairman of the committee in charge of the excursion to Ft. Leavenworth, acquitting himself so as to win the good will of every one. The following is a list of the chairmen of the various sub-committees: Executive, Joseph C. Wirthman; Finance, D. V. Whitney; Reception, W. M. Federmann; Membership, Paul L. Hess; Badges and Souvenirs, Aug. T. Fleischman; Committee of Ladies, Mrs. Jos. C. Wirthman; Excursion to Ft. Leavenworth, Major F. C. Vincent; Tally-Ho and Carriage Drive, G. Q. Lake; Elm Ridge Dinner and Dance, E. R. Rankin.

The programme of the entertainment opened with an informal reception to the ladies at the Coates House on Monday morning, and a formal reception and dance in the banquet room in the Coates House on Monday evening.

On Tuesday morning the ladies made a shopping tour of the city, and on Tuesday evening were entertained at a euchre party.

On Wednesday a musicale was given for the entertainment of the ladies, and the afternoon was devoted to an excursion to Ft. Leavenworth, where the visitors had an opportunity to witness a mimic battle in which some 2,300 regular troops took part. All arms of the service were represented, including infantry, cavalry, light artillery and heavy artillery, several 7-inch siege guns being brought into action. Through the courtesy of the commanding officer, Colonel Duncan, and the senior medical officer, Lieutenant-Colonel Hoff, the visitors were afforded an opportunity to see every phase of life in the fort.

On Thursday the ladies were entertained at a card party in the morning, and with a tally-ho and carriage drive through the residence portion of Kansas City and through its boulevard system, the drive concluding with a visit to the Elmridge Country Club, where a dinner and dance wound up the day's festivities.

The ladies were also entertained by the Local Committee on Friday afternoon and evening, and coupons were furnished to all the members which entitled them to a trip on the sight-seeing cars of the Seeling Kansas City Company.

The following is a list of the ladies who took an active part in the entertainment of the visitors: Mrs. J. P. Raymond, Mrs. J. C. Wirthman, Mrs. F. C. Vincent, Mrs. D. V. Whitney, Mrs. J. B. Wood, Mrs. Geo. Berry, Mrs. Ferd. Crampton, Mrs. August Fleischmann, Mrs. W. M. Federman, Mrs. C. H. Loomis, Mrs. H. L. Roy, Mrs. G. W. Rockwell, Mrs. G. Q. Lake, Mrs. C. E. Zinn, Mrs. F. De Cou, Mrs. F. D. Mitchell, Mrs. Geo. Eyesell, Mrs. William Eyesell, Mrs. Geo. Wirthman, Mrs. John Reule, Mrs. August Eyesell.

THE YOUNG LADIES' COMMITTEE.

An agreeable innovation was made in planning for the meeting in the appointment of a local committee of young



Miss GERTRUDE FLEISCHMANN,

Chairman of the Young Ladies' Entertainment Committee.

ladies, charged with the special duty of receiving the visiting young ladies. The chairman of this committee was Miss Gertrude Fleischmann, who discharged her duties as hostess most charmingly, being ably seconded by a group of young ladies from Kansas City. Miss Fleischmann, whose portrait is presented herewith, is the daughter of Dr. August T. Fleischmann, who has served as president of the State Pharmaceutical Association and president of the State Board of Pharmacy, and who is well and favorably known throughout the West as a pharmacist of unusual ability.

THE VISIT TO THE EXPOSITION.

The members of the St. Louis College of Pharmacy prepared a programme of entertainment for such of the members as stopped over at St. Louis after the meeting. This programme is given below:

Programme for A. Ph. A. Members Visiting the Exposition.

MONDAY, SEPTEMBER 12, 1904.

- 9.00 a.m.—U. S. Government Building.
 1. Radium Demonstration, by James C. Boykin, Chief Special Agent, Interior Department Exhibit.
 2. Bureau of Standards, Weights, Measures, Temperatures, etc., by Llewellyn G. Hoxton.
 3. Roentgen X-Ray Exhibition, by Dr. Samuel W. Richardson.
 4. Exhibition of the Bureau of Chemistry, by Dr. Willard Doll Biegelow, Chief of the Division of Foods.
 5. Microscopy and Stereoscopic Demonstrations, by Burton J. Howard.
 6. Animal Industry.
 2.30 p.m.—Philippine Reservation. Meeting-place, Insular Government Building.
 7. Visit to Exhibits of Pharmaceutical Interest and to the Samal-Moro and Linao-Moro Villages.
 7.30 p.m.—
 8. Meeting-place at Boer War Museum.
 8.30 p.m.—
 9. Boer War—Special Performance.

TUESDAY, SEPTEMBER 13.

- 9.00 a.m.—
 1. Chemical Section German Educational Exhibition (Electricity Building), by Dr. Otto Zwingenberger.
 2.30 p.m.—
 2. Pharmaceutical Exhibits in the Liberal Arts Building. Meet at Mallinckrodt's Exhibit, Block 66.
 7.30 p.m.—
 3. View of Illumination from the American De Forest Wireless Telegraph Tower.
 4. Visit to Emergency Hospital.
 9.00 p.m.—
 5. Esquimau Village.

WEDNESDAY, SEPTEMBER 14.

- 9.00 a.m.—Agricultural Building—(meet at the Floral Clock).
 1. Exhibits of Interest to Pharmacists.
 2.30 p.m.—
 2. Forestry, Fish and Game Building—(meet at U. S. Government Exhibit).
 8.00 p.m.—
 3. Chinese Village.

THURSDAY, SEPTEMBER 15.

ST. LOUIS DAY.

The committee of the college having the matter in charge consisted of Charles Gietner, H. F. A. Spilker and Francis Hemm, but every St. Louis member seemed to have considered himself an active member of the committee, for all vied with each other in their attention to the visitors, with the result that the time spent at the exposition was most pleasantly and most profitably occupied, Dr. Otto Claus and Dr. Whelpley in particular exerting themselves to the utmost to entertain the visitors.

THE NATIONAL ASSOCIATION OF BOARDS OF PHARMACY.

Organization Effected—Twenty-five Boards Represented—Constitution and By-Laws Adopted.

At the Mackinac meeting of the American Pharmaceutical Association the section of Education and Legislation appointed a committee with George Reimann, of New York, as chairman, to arrange for a conference of State Boards of Examiners in Pharmacy. In response to the call issued by Mr. Reimann delegates from the following States were present at the Kansas City meeting: New York, Louisiana, Georgia, Alabama, Indiana, Arkansas, Massachusetts, District of Columbia, Oklahoma, Pennsylvania, Ohio, Tennessee, Arizona, New Mexico, Oregon, South Dakota, Vermont, Florida, Michigan, Missouri, Colorado, Kentucky, Kansas, Connecticut and Manitoba.

A formal meeting was called by Chairman Reimann, at

which a committee of five was appointed to suggest subjects for discussion by this Conference. The committee reported a series of recommendations which elicited very full and frank discussion. While at the outset there seemed to be as many different opinions as there were members present, it was soon found that all had the same interests at heart, and all were anxious to secure some reasonable basis of interstate reciprocity in pharmaceutical licensure.

The first thing necessary was to organize. A committee of five was appointed to prepare constitution, by-laws, rules and regulations for such organization. This committee reported on September 8, and after discussion the following constitution, by-laws, rules and regulations were adopted unanimously:

CONSTITUTION AND BY-LAWS

OF THE

NATIONAL ASSOCIATION OF BOARDS OF PHARMACY.

ARTICLE I.—NAME.

The name of this association shall be the National Association of Boards of Pharmacy.

ARTICLE II.—OBJECTS.

The purpose of this association is to provide for interstate reciprocity in pharmaceutical licensure based upon uniform minimum standard of pharmaceutical education and uniform legislation.

ARTICLE III.—MEMBERSHIP.

The members of this association shall be officers and members of any State or Territorial board of examiners in pharmacy whose Board of Pharmacy shall have formally adopted this constitution, by-laws, rules and regulations, and shall have certified to this association such adoption under official seal. Provided, that each State represented in this association shall have but one vote; but all members in attendance may participate in the discussions upon any subject considered by this association.

ARTICLE IV.—OFFICERS AND THEIR DUTIES.

Section 1. The officers of this association shall be a president, three vice-presidents and a secretary-treasurer, elected annually, whose duties shall be those usually pertaining to these offices. There shall be an Executive Committee of five, consisting of the president and the secretary-treasurer, *ex-officio*, and three members elected by the association. The term of office of the members of the Executive Committee, other than president and secretary-treasurer, shall be three years, provided that, of the first Executive Committee elected, one member shall be elected for three years, one for two years and one for one year.

Sec. 2. The Executive Committee shall have charge of all the affairs of this association in securing the objects for which it is organized. Their action shall be subject to the approval of the association at its annual meeting.

ARTICLE V.—MEETINGS.

This association shall meet annually during the sessions of the American Pharmaceutical Association.

ARTICLE VI.—INTERCHANGE OF CERTIFICATES.

The interchange of certificates, provided for by this constitution, shall go into effect whenever ten States or Territories shall have made application for membership.

ARTICLE VII.—AMENDMENTS.

Amendments to this constitution shall be presented in writing at an annual meeting and, for adoption, require a two-thirds vote, representing a majority of the constituent boards.

BY-LAWS.

Article I. Any State or Territorial board of examiners in pharmacy desiring membership in this association shall apply to the secretary in writing, furnishing with its application a certified copy of the record of such board, showing that they have adopted this constitution, by-laws and rules and regulations, accompanied by a fee of \$10, which shall be the annual assessment.

Article II. Upon receipt of an application for registration, upon examination in another State, the secretary of the board shall request the secretary of such examining board to furnish a certified copy of the applicant's examination questions and ratings: Provided that, in all cases, the applicant shall have received a rating of 5 per cent. higher than the minimum rate required by the board before which he was examined; and said questions must be satisfactory to the board from which he seeks registration.

Article III. It shall be the duty of the Executive Committee to prepare blank applications and other necessary papers and cause them to be furnished by the secretary to the several boards of pharmacy.

Article IV.—For the conduct of business at the annual meetings of this association a representation of one-third of constituent boards shall constitute a quorum.

Article V. Amendments to these by-laws shall be presented in writing, and for adoption require a majority vote of States represented at any annual meeting.

A Committee on Nomination of Officers was appointed, and the following were elected for the ensuing year:

President—George Reimann, New York.

Secretary and Treasurer—M. Bernstein, Louisiana.

First Vice-President—Geo. F. Payne, Georgia.

Second Vice-President—I. M. A. Lane, Oregon.

Third Vice-President—Z. B. Hopkins, Vermont.

Executive Committee—For three years, M. G. Motter, District of Columbia; for two years, J. D. Muir, of Michigan; for one year, F. B. Lillie, of Oklahoma.

Dr. Motter was appointed editor of the proceedings, with instructions to prepare such notes thereof as may be of interest to pharmacists generally.

The Executive Committee hopes soon to lay before the

pharmaceutical boards of the country a full abstract of the proceedings and invites correspondence with all interested.

THE CONFERENCE OF COLLEGES.

Qualifications for Membership—Statistics of Teaching Colleges Submitted—Officers Elected—The Conference Well Attended.

The American Conference of Pharmaceutical Faculties held a lengthy session on Thursday evening, September 8. The only business transacted was in connection with the report of the Executive Committee, which reported a series of articles defining the qualifications for membership in the Conference. Each article was considered separately and all were subjected to considerable discussion. The articles in detail are as follows:

QUALIFICATIONS FOR ADMISSION TO AND MEMBERSHIP IN THE AMERICAN CONFERENCE OF PHARMACEUTICAL FACULTIES.

1. The institution shall be incorporated as a college or school of pharmacy, or be a department of a regularly incorporated educational institution, or a department of a State university, or conducted by an incorporated pharmaceutical society.
2. The school or college shall have been in continuous operation in America for at least five years prior to the date of application for membership in the conference.
3. The institution shall include in its courses of instruction oral lectures, personal laboratory work, recitations and reviews. This shall exclude work in absentia.
4. The institution shall require of each candidate for graduation not less than 500 hours given to lectures and recitations, and not less than 600 hours of laboratory work such work to be given in a period of not less than 40 weeks.
5. The requirements for admission of students to the school or college shall be a minimum age of 17 years, unless the candidate is a high school graduate or possesses an equivalent education.
6. If the information furnished by the applicant be regarded as sufficient to warrant, the chairman of the Executive Committee shall appoint a Committee of Visitation, consisting of three representatives of the conference, who shall visit such institution, shall inspect the equipment and method of instruction, and report their findings to the chairman of the Executive Committee.

These qualifications were made applicable to several schools which had already applied for admission and been referred to the Executive Committee.

A report was received from the secretary, giving a list of the institutions teaching pharmacy in North America, together with data concerning their instruction, degrees, curricula, etc., which was received by the Conference and will be published in due time.

A communication was also received from the Section on Education and Legislation of the A. Ph. A., referring the paper of Dr. McGill to the Conference for consideration. This paper was a consideration of the various degrees granted by the colleges and suggesting a plan for making such degrees uniform in character and meaning. This paper was referred to the Executive Committee to be reported upon at the next session of the Conference.

The following officers were elected:

President—G. B. Kauffman, Columbus, Ohio.

Vice-President—C. Lewis Diehl, Louisville, Ky.

Secretary and Treasurer—J. C. Schlotterbeck, Ann Arbor.

Executive Committee—C. B. Lowe, Philadelphia, and Edward Kremers, Madison, Wis.

The other members of the Executive Committee elected the previous year are J. A. Koch, Pittsburgh, Pa.; H. M. Whelpley, St. Louis, Mo., and W. A. Puckner, Chicago. Dr. Whelpley was re-elected chairman of the Executive Committee.

The Conference was well attended, all but four of the schools holding membership therein being represented.

A vote of thanks was passed to the retiring secretary-treasurer, Wilbur L. Scoville, for his services.

A pure food and drug laboratory of the Government has been established at the Public Stores here by the Agricultural Department. It is intended to examine samples of imported foods, drugs, etc., here instead of sending same to Washington for analysis, thereby preventing the delay about which there has been so much complaint. The samples will be tested to see that they come up to the standard set by the Pure Food and Drug laws. R. L. Doolittle, formerly State Chemist of Michigan, will have charge of the laboratory.

NEW YORK HEALTH DEPARTMENT FORBIDS SALE OF CARBOLIC ACID EXCEPT ON PHYSICIAN'S PRESCRIPTION.

Storm of Protests by Retail Pharmacists—Whole Trade Up in Arms—New Ordinance Regarded as Unfair and Impossible.

Health Commissioner Darlington could hardly have hit upon anything that would create a greater stir in the retail drug trade of this city than his action in prohibiting the sale at retail of carbolic acid when in a stronger solution than five per cent., except on a physician's prescription. The whole trade is up in arms against what is considered a high-handed, though seemingly legal, proceeding on the part of the city Board of Health, and the Commissioner will find the drug trade almost solidly arrayed against him in the enforcement of the amendment to the Sanitary Code which was recently passed, and which reads as follows:

THE ORDINANCE.

No phenol, commonly known as carbolic acid, shall be sold at retail by any person in the city of New York, except on a prescription of a physician, when in a stronger solution than five per cent.

KINGS COUNTY SOCIETY TAKES IT UP.

The matter was the chief subject of discussion at the meeting of the Kings County Pharmaceutical Society last week, and numerous reasons were advanced why the new order is unjust, unfair and impossible of enforcement. A committee was appointed to wait on Commissioner Darlington to impress upon him the many unjust features of the amendment as regards the retail drug trade and also to prove to him how unfeasible it is.

The Commissioner decided to restrict or regulate the sale of carbolic acid in order, he says, to reduce the large number of suicides committed by the use of that poison. Druggists object to the means he has adopted, not because they do not wish to co-operate in any feasible plan to curb the suicide evil or because of the profit made in handling carbolic acid, but because they fully believe that the amendment adopted by the Health Board will only operate as a hardship on the retail drug trade as a class without attaining the end desired. In brief, they feel that it savors of class legislation, more or less, and leaves too many loopholes for some to evade the new law, while others may be forced to observe it.

COMMISSIONER DARLINGTON TALKS TO THE "AMERICAN DRUGGIST."

When seen by a representative of the AMERICAN DRUGGIST, the other day, Commissioner Darlington did not appear very enthusiastic over the scheme that he had just put through to check the number of suicides in this city. He frankly admitted that he took the matter up very reluctantly, largely because at the outset he felt that it was a matter which more properly belonged to the province of the Board of Pharmacy. The subject was first brought to his attention, he said, by some newspaper men, "who," as he expressed it, "probably wanted something to write about." He at first refused to make a move in the matter; but later statistics were submitted to him, showing the large increase in the percentage of suicides from the use of carbolic acid. He then felt it was his sworn duty to take immediate steps to check the abuse. The city charter, he said, gave the Health Department absolute power to act in all such matters, and, besides, the moral side of the question strongly appealed to him. He said he would much prefer that the Board of Pharmacy would adopt some regulations to check the indiscriminate sale of carbolic acid, but upon conferring with members of the Eastern Branch of the Board he found that the latter, under the State Pharmacy Law, was absolutely powerless to take such action. It was therefore up to him.

STATISTICS OF SUICIDE FROM CARBOLIC ACID.

Statistics submitted to him showed that in 1900 some 292 persons killed themselves with this poison. In 1901 713 persons in this city destroyed their lives, and out of this number 256 used carbolic acid. Out of 772 in 1902, 268 used this agent. The figures further showed that in 1903, 805 persons

committed suicide, 202 men and 135 women having taken phenol or carbolic acid, while in the first quarter of this year 53 men and 38 women, out of a total of 208 premeditated deaths, used that poison.

THE UNLIMITED POWERS OF THE HEALTH DEPARTMENT.

Commissioner Darlington called attention to Section 1169 of the city charter, which gives the Health Department unlimited powers to act in any matter that threatens, or is inimical to, public health or life. He expressed regret that he had been obliged to trespass on a field that properly should belong to the Board of Pharmacy, but he pointed out that under the laws as they now stand the Health Department is frequently forced to go over the heads even of other city departments when a question of public health or life is involved. He referred particularly to the closing of theatres or buildings found to be unsafe or unsanitary. The Health Department, he said, can close a building, theatre, etc., immediately if deemed necessary, whereas there would be more or less red tape and delay if the Building Department attempted to do such a thing.

THE INCONSISTENCY OF IT.

"Is it consistent on the part of the Health Department to pick out one poison, such as carbolic acid, and seek to restrict its sale, but allow other poisons to be sold quite as indiscriminately?" was asked. "Take cocaine, for instance."

"There is where the trouble comes in," answered the Commissioner. "It is very difficult to draw the line where the department should stop. There should be laws to regulate and govern the sale of such articles—laws more stringent and explicit than those now on the statute books. But in the absence of such laws, it is incumbent upon the Health Department to guard the public health in every possible way." The Commissioner then added, significantly:

"An amendment has now been made to the Sanitary Code to prevent the indiscriminate sale of carbolic acid; but it will be a long time before any more amendments are passed to cover other poisons."

The new law, he said, is now in effect, but the Health Department will be as lenient as possible with druggists.

VIEWS OF PROMINENT PHARMACISTS.

The Health Department's action formed the chief topic for discussion at last Tuesday's meeting of the Kings County Pharmaceutical Society. The matter was brought up by William Muir, chairman of the Legislative committee. In the course of his remarks Dr. Muir said:

"This matter of regulating the sale of poisons has been discussed and debated for years and efforts have been made to secure proper State legislation. The Department of Health, it seems to me, might have waited three months longer, so as to give a chance to pass such legislation. A city ordinance of this character is very confusing. A druggist sees it in the newspapers and may get a notice from the department. He lives up to it, but Mr. Jones, down the street, his competitor, doesn't live up to it. Jones gets the business; the other druggist loses trade. The bright, up-to-date pharmacist will not stand for such a condition of affairs. He will sell if his competitor sells. The situation is certainly unfortunate. It is bad for pharmacy. The new order may be a wise policy, so far as guarding the public health is concerned, but it only restricts the retailer. Nothing is said about wholesalers, paint stores, etc.—but the M. D. is well taken care of. Perhaps a law could be passed at the coming session of the Legislature to remedy existing conditions.

NEW LAW NOW IN EFFECT.

This in a nutshell is the situation that confronts druggists: The law is now in effect. The Health Department, it is understood, will not send out inspectors specially to see that it is faithfully lived up to. If a druggist takes the risk of selling carbolic acid as heretofore he may possibly escape without detection; but if the poison is used for suicidal purposes he will probably have to suffer the penalty for violating the law. On the other hand, most any druggist who sold carbolic acid prior to the enactment of the new law is almost as liable to be prose-

cuted if the bottle he sold some time ago turns up in the future by the side of a suicide. If a druggist can prove in court the actual time when he sold that particular bottle, all well and good. If not—and it is a fact that comparatively few druggists have been registering such sales—the chances are it will go hard with him.

Greater New York News.

F. A. Moore, vice-president of the R. Hillier's Sons Company, of this city, is enjoying a vacation at Atlantic City.

George L. Seabury, of Seabury & Johnson, and formerly secretary of the National Rifle Association of America, has promised to provide next year a valuable trophy for a national rifle competition.

Aaron Bragin, proprietor of the pharmacy at 826 Fulton street, Brooklyn, went out on the sidewalk to get a breath of fresh air, and while he was there an enterprising thief went into the drug shop by a side door and rifled the cash register. He took \$40 in cash and postage stamps worth \$50.

Prof. David C. Eccles, of the Northwestern University School of Pharmacy, Chicago, paid a visit to his parents in Brooklyn recently. He was accompanied by his young bride. His mother, Dr. Mary H. Eccles, is recovering from an attack of typhoid fever.

The regular meeting of the Manhattan Association will be held at the College of Pharmacy Building, 115 West Sixty-eighth street, to-night at 9 p.m. The features will be: Report of Special Committee on Manhattan Scholarship, Report of Delegates to State Meetings. As this is the first meeting of the fall season, and as there will be more or less work to be done, it is hoped that a large attendance will be present.

All medical companies and institutions in Brooklyn that do what is known as an "advertising business" may be obliged to file with the County Clerk or the Board of Health the names of the physicians employed by them. The Board of Health is now considering the advisability of adopting a rule which will render such action on the part of the medical companies imperative.

It was announced last week at the Appraisers' Stores that the firm of H. Lieber & Co., chemists, had abandoned their claim for the free entry of radium bromide as a crude mineral. Judge Lunt, of the Board of General Appraisers, said that this action would have the effect of affirming the action of the Collector in assessing the importation with duty at the rate of 25 per cent. ad valorem as a chemical compound under paragraph 3 of the Tariff act. As the specimen in question is valued at \$1,000, the duty to be paid will amount to \$250. The importers did not state any reason for abandoning their appeal, but it is understood the arguments advanced at the hearing convinced them that their claim could not be successfully maintained.

Matriculation at both the New York and Brooklyn Colleges of Pharmacy is the heaviest in the history of these institutions. The New York College expects the junior class to be between 200 and 250. Some idea of the way in which students have been registering may be had from the fact that at the New York College on the day after Labor Day 117 students had registered, as against some 90 odd on September 25 of last year. Since Labor Day many more have registered. In Brooklyn up to last week 165 had registered in the junior course, and it is expected that the class will reach at least 200. This registration, of course, is separate from the senior classes. The increased registration is attributed chiefly to the prerequisite clause, which takes effect on January 1. After that date a student in order to secure entrance will be required to have 12 Regents' counts. By registering now students can escape this requirement, and evidently that is what many are doing. The New York College of Pharmacy, it is understood, requires those who register now to take the course at once. Some of the other colleges, however, throughout the State have not imposed any such condition.

NEW ENGLAND NEWS.

Promotions in the Massachusetts Faculty—Vacation Notes—Local N. A. R. D. Meeting September 20—Local Branches Elect Officers—Massachusetts Represented at Kansas City.

(From our Regular Correspondent.)

Boston, September 14.—Howard H. Smith, Ph.G. (M. C. P., '95), M.D., was selected by the committee from the trustees of the M. C. P. as Instructor in Materia Medica and Botany, succeeding Dr. Piper. The selection was confirmed at the board meeting of September 6. Dr. Smith was previously connected with the same department in a teaching capacity.

REGISTERED ON DIPLOMAS.

Francis J. Barry and Louis Simonson, both Pharm. D.'s of the class of '04, and John J. Hammers, Ph.G., '02, have been registered recently in Missouri. The Board of Pharmacy of that State registering upon presentation of diploma.

N. A. R. D. AUXILIARIES TO MEET SEPTEMBER 20.

Those in charge of the coming N. A. R. D. meeting for this city and vicinity have decided to hold it at the College of Pharmacy building, instead of at Young's Hotel, on September 20. A caterer will be on hand to attend to the wants of the inner man, and the committee reports that the donations have been so generous that there will be no charge for this feature. Provision will be made for a large attendance, and a successful gathering is in anticipation. The business to be transacted will consist of election of officers, changing the constitution and by-laws and the selection of a full delegation to represent the Hub at the St. Louis N. A. R. D. meeting.

Auxiliary No. 5 held a meeting on August 29 and re-elected the following officers: F. F. Ernst, Ph.G., president; G. A. Kelley, Ph.G., secretary. It was voted to introduce the salesmen's card system and also to put a schedule on counter goods into operation.

Frequent discussion is still keeping interest in the Faulkner suit alive. All of the defendants in the action have filed bonds and the keeper has been removed from the store of C. A. Charles, secretary of the Walden branch. In the infancy of this suit it was thought that some of the Boston cutters were behind Mr. Faulkner in this action, but now, according to general sentiment, it is viewed as a personal matter between Mr. Faulkner and Mr. Charles.

MASSACHUSETTS REPRESENTED AT KANSAS CITY.

George M. Hoyt, Ph.G., president of the Board of Pharmacy, recently received an appointment from Governor Bates to attend the Conference of Boards of Pharmacy at Kansas City, held in connection with the A. Ph. A. meeting. Mr. Hoyt is now in the West attending to this honorary duty. He expects to visit the St. Louis Fair before returning to the Bay State. The delegates to the A. Ph. A. meeting from the M. C. P. were J. W. Baird, M.D.; E. H. La Pierre, Ph.G.; E. L. Patch, Ph.G.; W. L. Scoville, Ph.G., and S. A. D. Sheppard, Ph.G.

The Board of Pharmacy will begin active work this month, and it is understood that there is a large waiting list of applicants for examination.

N. A. R. D. MATTERS.

G. B. Lincoln, of the Western force of the N. A. R. D., is to be associated with Mr. Kaizer in this district. The South Boston branch of this organization recently held a well attended meeting and elected the following officers: President, C. P. Flynn; secretary, J. J. Tobin. Auxiliary No. 8 also had a gathering of its members. It was a seashore affair, and combined pleasure with business. The ball game and clam-bake were important features. C. A. Stover was elected president; W. C. Reycroft, vice-president; W. S. Forbush, treasurer, and J. A. Tupper, secretary. A committee in counter schedule was appointed.

The local association, including Hudson, Maynard, Marlboro and Concord, met in Marlboro, August 2, and discussed trade interests, the dispensing propensity of physicians being considered. As a whole, the members deemed their affairs in a satisfactory condition.

PENNSYLVANIA.

Industrial Chemists Invade Philadelphia—Heavy Matriculation at the P. C. P.—Doings of the Drug Athletes—Employees of Powers & Weightman Get a Pleasant Surprise.

(From our Regular Correspondent.)

Philadelphia, September 13.—Many notable chemists from all over the world were the guests of the chemists and pharmacists of this city, September 12. They were on a visit *en route* to St. Louis, after the annual meeting of the Society of Chemical Industry, in New York. They were received by a committee of twenty-six Philadelphia chemists and manufacturers. After being greeted by Mayor Weaver in Independence Hall, they became the guests of the University at a luncheon in Houston Hall. A trip was made to the Mint, Fairmount Park, and dinner was served at the Germantown Cricket Club. The party was headed by Sir William Ramsay, K.C.B., D.Sc., LL.D., F.R.S., of London, the retiring president, who was accompanied by a group of nineteen British chemists and scientists. Among the English visitors are Eustace Carey, W. R. Hardwick, Liverpool; Dr. J. T. Dunn, Newcastle; J. T. Wood, R. R. Trotman, Nottingham; A. Gordon Salamon, London; J. Carter Bell, Manchester; F. C. Garrett, Newcastle; Thomas Fairley, Prof. R. H. Proctor, Yorkshire; William Mair, Dr. Thomas Gray, R. T. Thompson, J. G. F. Lowson, Scotland; Prof. A. Liversidge, F.R.S., and T. U. Walton, Sidney, New South Wales; L. T. H. Smale, Alfred Burton, Canada. The local committee consists of William H. Bower, J. Merritt Matthews, Theodore Armstrong, H. R. Baltz, Daniel Baugh, Edward T. Beale, Charles H. Clark, Walton Clark, Pierre S. Du Pont, Howard B. French, Thomas S. Harrison, James F. Hope, Harry W. Jayne, H. F. Keller, M. N. Kline, John B. Lenning, Robert W. Lesley, R. V. Mattison, George McNeely, G. D. Rosengarten, Pedro G. Salon, E. F. Smith, D. K. Tuttle, Joseph Wharton and Aubrey H. Weightman.

PROSPECTS FOR A BANNER CLASS.

Everything points to a banner matriculation class at the Philadelphia College of Pharmacy this term. Although the regular term will not open until next month the number of matriculates up to date far exceeds that of any other year. It is thought that this class will be the largest in the history of this college, and, with some of the innovations that are planned, it will be the most interesting term. Already some of the prospective students have arrived, and everything points to a most successful college year. Within a few days most of the professors will be on hand, and the work of registering the new students will be on in earnest. The securing of the College House has in many ways been of great value to the college, as it will give to the students of ordinary means a home at considerably less cost than they could otherwise secure.

DRUG ATHLETES.

The Philadelphia Drug Athletic Association does not intend to wind up its weekly entertainments when the base ball season ends, but it is its intention to keep the "good work" up all winter. The base ball playing season for 1904 will end on September 27. After that date the members of the association are to go in training and become expert bowlers. It is the intention to have bowling tournaments every Tuesday afternoon at the Girard avenue bowling alleys, Ninth and Girard avenue. On September 16 the members of the association that could get away spent a very pleasant afternoon at the "Orchard" at Essington. September 22 is expected to be the association's banner outing day. Under the guidance of William A. Johnson the pilgrims are to be taken to Allentown Fair. At this inland city there is plenty to interest the unsophisticated from the Quaker City. The brewery at that city has been notified and an extra supply will be on tap. Inclement weather will in no way interfere with the festivities.

WESTERN PENNSYLVANIA.

Moves in the "Blue Laws" Revival Agitation—Detectives Mobbed by the Citizens and a Spectator Killed—Excitement at Fever Heat—State Food Commission After Adulterated Fountain Supplies.

(From our Regular Correspondent.)

Pittsburgh, September 14.—The battle precipitated by the enforcement of the "blue laws" has been waging fiercely, and the situation now is one which is unpleasant for either side to contemplate. The druggists' association have made an important point in securing the release of five of their members, against whom information had been made, on the grounds of insufficient evidence.

A TRAGIC EVENT.

The event having the greatest bearing on the situation, however, was the attack upon the detectives of the Sabbath Association by a mob, which resulted in the death of a spectator and injuries to several of the participants. During the hearing of several cases in Allegheny a large crowd collected around the magistrate's office, and, upon the appearance of the detectives, they surrounded them. Pressing closer and closer, one of the detectives drew his revolver and emptied its contents in the crowd. The mob, now infuriated, would probably have killed him but for the timely arrival of the police. This incident evidences the popular disfavor in which the Sabbath Association is held.

The druggists have been none the less active and have voted a "war fund," and engaged competent attorneys. It was pointed out by President Dice that the best course consisted of displaying to the public the status of the druggist from a purely humane standpoint, and thus secure concessions from the Sabbatarians.

Many indications point to an early dissolution of the Sabbath Association, mainly on account of the tragedy involved, and the druggists expect to resume business as usual in a few weeks. They hope also to influence the next Legislature to rectify these undesirable and antiquated statutes, for, as long as they exist, they will be a tool with which certain religiously (?) inclined persons can gain notoriety.

DRUGGISTS KEEPING OPEN SHOP AS USUAL.

Nearly all druggists kept their stores open as usual last Sunday, and do not anticipate any further interference from the Sabbatarians, who announce their intention of prosecuting only those places of business which are truly obnoxious on the Sabbath. Had they anticipated the storm of popular disfavor they caused, the members of the Sabbath Association would probably never have troubled the druggists.

GOOD WORK OF THE WESTERN PENNSYLVANIA RETAIL DRUGGISTS' ASSOCIATION.

The Western Pennsylvania Retail Druggists' Association has given a surplus of evidence that for an aggressive, influential and well managed body of druggists there is no equal in the country. Between persecutions by the "blue law" principals and prosecutions by the State Food Commission this association has had plenty of work on hand. That the means employed by the druggists' association have been well directed is evidence by the many favorable results thus far obtained. Those who are not members of this association can be counted on one hand, and, with the solid front thus presented, they are a body to be considered.

INSPECTING SODA SYRUPS.

The recent inspection by the State Food Commission of the various soda syrups and supplies has met with more antagonism than the members of the commission probably expected. The Western Pennsylvania Retail Druggists' Association, that stronghold wherein the druggists of this vicinity place their defenses, has taken the matter in hand and brought all its machinery of influence and resources into play. The druggists have refused to submit to the partiality displayed by the inspectors in picking out a few of their number as subject to the law. In fact, the argument is being advanced by the most prominent druggists that the present syrups are the

best because of a very small percentage of sodium benzoate. While syrups can be preserved for some length of time by proper proportions of sugar and correct processes, yet the tendency toward decomposition upon opening and using the contents is marked, and is a point in their disfavor. Nearly all the druggists here use the concentrated fruit juices, and the reputation of the manufacturers has never been questioned. One establishment announces its intention of protecting its customers and interests to the full extent, even to remitting the fines which may be imposed.

There is every indication that the result of the movement will affect future legislation of this kind, and consequent immunity of the druggists from unjustified crusaders of this nature.

The death of Mrs. Pritchard, wife of B. E. Pritchard, the president of the N. A. R. D., and secretary of the local organizations, occurred August 21. Mr. Pritchard was the recipient of many messages of condolence and some beautiful floral emblems from his fellow associates.

OHIO NEWS.

Ohio Sends Instructed Delegates to N. A. R. D.—To Oppose Donations from Manufacturers—Firm for the Serial Numbering and Contract Plan—State Association's Next Meeting Place.

(From our Regular Correspondent.)

Cincinnati, September 13.—At the last meeting of the Ohio Valley Druggists' Association the delegates of this association who will be sent to the convention of the N. A. R. D. at St. Louis were given instructions of much significance. Five delegates will represent Cincinnati and they have been given instructions to oppose any further donations to the N. A. R. D. by the manufacturers. It is argued by the Ohio Valley Druggists' Association's officers that such donations will place the N. A. R. D. under obligations to the manufacturers and that this will prevent the retail druggists from securing a number of reforms. The local delegates are also instructed to stand openly for the serial numbering system and accept no other. It is believed that if the N. A. R. D. does not come out for this plan there may be a bolt.

STATE ASSOCIATION WILL MEET AT CEDAR POINT.

The committee of the Ohio State Pharmaceutical Association, of which Al Delang of Cincinnati is chairman, and which was appointed to select the location for the next State convention, has chosen Cedar Point as the place. This is near Sandusky, in the northern end of the State, the last convention having been held on the southern boundary line, at Cincinnati. The convention will be held next summer, the exact date to be announced later.

A party of sixteen prominent Eastern pharmacists, with their wives, stopped at Cincinnati Sunday before last and enjoyed the hospitality of the local committee of members of the American Pharmaceutical Association. They were on their way to attend the annual meeting at Kansas City. Among the visitors were: Dr. Alfred R. L. Dohme and wife, of Baltimore, and Caswell A. Mayo of New York. The party was met by the local committee, including Charles Merrell, Prof. John Uri Lloyd and Mrs. Lloyd, Herman Serodino, Prof. Charles Fennell, Dr. Fennell, W. J. M. Gordon, Alfred Wetterstroem and wife, Theodore Fieber and Edward Voss. The visitors breakfasted at the Grand Hotel, and, after a trolley ride through the Queen City, left for St. Louis. Several Cincinnatians, including Alfred Wetterstroem and wife, accompanied them West.

Druggist G. E. Meyer of Loveland, Ohio, just above Cincinnati, was arrested a few days ago on the charge of selling intoxicants. The anti-saloon element is strong at Loveland and at the last election the town was voted "dry." It was alleged that Meyer sold drinks, but this he strenuously denies. The anti-saloon folks caused his arrest, and Saturday he was tried before Mayor Turner, at Milford, Ohio. The decision will be announced by the Mayor later.

THE PACIFIC COAST.

Commission Investigates Charges Against Board of Pharmacy.

(From our Regular Correspondent.)

San Francisco, September 6.—The commission appointed by Governor Pardee to investigate the charges of unfairness filed against the State Board of Pharmacy by a number of graduates of the College of Pharmacy of the University of California who were up for examination last April, met in the offices of Judge Dairs in the Crossley Building August 15, and continued in session nine days. Notice was given by the investigating commission, which was composed of Judge John F. Dairs, chairman; D. F. W. Hatch and Senator G. P. Lukens, that the minutes of the board and other papers in the office of its secretary would be examined within a few days following. The Board of Pharmacy is composed of seven members, but there are now two vacancies, leaving the personnel of the board as follows: C. H. Rowley, president; John Calvert, secretary; E. J. Maloney, Dr. J. J. Crowley and H. J. Finger, who were all present during the investigation, except Dr. Crowley, it having been shown that he was not present at the examination which instigated the charges.

Deputy State Controller Douglas was the first witness, and testified as to the financial condition of the board. His testimony was to the effect that the sessions of the board seemed too lengthy, which accounted for the heavy expenses incurred. One of these was a forty-five-day session, and, as each member draws \$5 per day, besides living and traveling expenses, Colonel Douglas recommended the passage of a law limiting the length of the board's meetings or the sum of money allowed for the services of the board. This evidence was introduced to substantiate the charge that the board had been exorbitant in its eagerness to be paid the fees collected. The board maintained that the session mentioned had been a severe one, there being some sixty applicants for examination in San Francisco alone and thirty at Los Angeles; the two sessions, however, following so closely that it had been called one meeting. Another item of \$287 for attorney's fees during the Legislature of 1903 for looking after the board's interests respecting the State Pharmacy and Itinerant Vendors' law, Colonel Douglas thought, was unnecessary and not to be encouraged. In other respects his other testimony was the report published in these columns August 8.

The policy of the board to re-examine, or charge the regular fee of \$2 per year, those registered pharmacists who had left the State for many years and then returned, was advanced as an imposition on those wishing to re-register. Although the board claimed to be acting within the Pharmacy law, the section quoted can hardly be interpreted to allow the board such a privilege. B. F. Moore, Ph. G.; Brandon Weaver, Ph. G., and Miss Ruby Fisher, Ph. G., testified to the effect that J. H. Flint, dean of the Pharmacy Department of the College of Physicians and Surgeons, and Miss Clorain Fitzgerald, his pupil, were in the examination room, although neither members of the board nor applicants for registration, and that they were allowed to circulate freely among the students taking the tests, and communicate verbally and by signs, as indicating numbers with the fingers, with those from their college. Joseph Seaton even went so far as to testify that he had seen Miss Fitzgerald pull a "crib" out of her stocking, in the form of a notebook. As an explanation for the presence of these persons, the board maintained that being a public body they could not prohibit any one from witnessing their proceedings. Out of a mass of testimony drawn from members of the board as to the manner of correcting and destroying examination papers it appeared that the rule was to cast aside or destroy the answers of students as soon as each paper was corrected. While none of the board was able to produce any of the examination papers, with the exception of those of Miss Fisher, who is the chief witness against the board, none of the members could explain satisfactorily how this young lady's paper happened

to be preserved. Those who accuse the board say that the latter destroyed evidence which would have weighed against them and that it was their trick to produce Miss Fisher's in their endeavor to publicly humiliate her by exhibiting her poorest paper. John Calvert of the board said that "the answers were so outrageous" that he kept the paper as a curiosity. Asked if there were any others who received as low a mark in chemistry as Miss Fisher, he said he did not know; but the rating book of the board showed several students' ratings lower than Miss Fisher's. Miss Fisher stated that personally she had been treated fairly, but that the board had been guilty of laxity in the examinations. Professor Searby, dean of the University of California College of Pharmacy, testified that he had resigned because the board insisted upon registering men who had no other qualifications than political pull, and that the majority of the members was to draw as much money as possible. He said that formerly the examination papers of applicants were kept on file for at least one year.

While it is impossible to say just what the report of the commission to the Governor shall embody, it is probable that a removal of the board will be advised, or at least, that a severe censure should be given the board for certain irregularities it made no effort to deny.

WESTERN NEWS.

Many Druggists Victims of Holdups—Keeping Up the Anti-Cocaine Agitation—News and Notes of the Trade.

(From our Regular Correspondent.)

Chicago, September 12.—Druggists all over the city are on the alert for hold-ups and many of them have armed themselves in expectation of a visit from daring thieves. Several bold robberies were reported in the last issue of the AMERICAN DRUGGIST, but since this report was sent in one of the most daring of all the series of thefts has taken place. Two masked men entered the store of Stolz & Grady, at the southeast corner of North Clark and Indiana streets, and secured \$100 in money, together with jewelry and stamps worth \$75 more. The men walked in while Fred H. Meyer, the clerk, was sitting in front of the prescription case. He saw their reflection in the glass, but before he could do anything they had covered him with revolvers. Now that the strike is over the police will be withdrawn from the stockyards, and it is not likely that there will be many more of these robberies, as the various sections of the city will be properly patrolled hereafter.

THE COCAINE AGITATION

will not down. It is being kept up as vigorously as ever and it is likely that some good will come of the persistent efforts to put an end to the evil practice of selling the drug, especially to minors. It is said that there are so many slaves to cocaine on the West Side that homes are being broken up. The district bounded by Halsted, Morgan, Madison and Lake streets is said to be a hotbed of the cocaine evil. Another bad spot is in the downtown levee district. Louis Re, proprietor of the National Drug Company, Polk and Dearborn streets, has been fined \$100 and costs by Justice Caverly for selling cocaine to boys. Adolph Brendecke, proprietor of a drug store at 260 Randolph street, and his clerk, Frederick Lemke, were also given the maximum fine, \$100, by a jury in Justice Dooley's court. Boys testified that Lemke had sold them "flake," a powder containing 50 per cent. of cocaine, but which is sold as a catarrh cure. Brendecke is said to issue cards looking much like meal tickets to the cocaine fiends, who are thus enabled to secure the drug.

NOTES OF THE TRADE.

Charles H. Avery has returned from a vacation spent in Michigan.

Alex Calder, Fifty-fifth street and Ashland avenue, has just returned from a two weeks' outing at Power's Lake.

Wilhelm Bodemann is one of the Chicagoans who have been appointed to the jury of awards at the St. Louis Fair.

The Drug and Chemical Market

The prices quoted in this report are those current in the wholesale market, and higher prices are paid for retail lots.
The quality of goods frequently necessitates a wide range of prices.

Condition of Trade.

New York, September 17, 1904.

The demand for drugs and chemicals has picked up considerably since our last, business in a jobbing way being good and orders for quantities fairly numerous, so that the market has an appearance of animation that has been for some time absent. Interior dealers are ordering more freely with a view to replenishing depleted stock and getting into shape for the requirements of customers during the advancing fall and winter seasons. Such fluctuations in values as come to the surface are generally in a higher direction, and buyers are confronted with a firmer market on most staple drugs and chemicals. Quinine has continued very active in the interval and manufacturers are maintaining prices firmly at the present range, going so far as to turn down orders in some instances where speculative operations were feared. There is talk of an early advance, and speculative buyers, who are prepared to take large quantities at the inside quotation, are experiencing difficulties in finding sellers. Peppermint oil broke in value after having reached a pretty high figure, the decline, being reported after our Original Package Prices sheet went to press, is not shown there, but reference is made to it in the itemized review which follows. Chinese cantharides continue on the upward grade, and prices for both whole and powdered files have advanced. Menthol, despite a momentary accession of strength, has dropped again and little interest is extended to the article. Other features of interest are noted in succeeding paragraphs.

HIGHER.

Peppermint oil,
Chinese cantharides,
Coriander seed,
American saffron,
Wormwood oil,
Serpentaria root,
Blue vitriol,
Henbane leaves,
Gamboe,
Ipecac root,
Santonine, powdered,
Bayberry bark,
Black haw bark,

LOWER.

Alcohol,
Menthol,
Beeswax,
Nitrate of silver,
Goldenseal root,
Carnauba wax.

Drugs.

Alcohol, grain, has been reduced to a lower level by the principal producers to meet quiet cutting of prices on the part of one or two dealers. The position of corn has also had something to do with the fractional decline, which places the article on the basis of \$2.42 to \$2.44, as to quantity, less the usual discount. Wood is held at the previous quotation, or, say, 60c to 65c for 95 per cent. and 97 per cent., respectively.

Alcin has developed increased firmness in consequence of the firmer position of the gum, and 38c to 40c represents the range.

Arnica flowers are in moderate jobbing demand and values are well sustained, at the range of 9½c to 10c.

Balsams.—Copaiba, Central American, is quite steady, with, however, only a jobbing demand, at 31c to 35c; Para is given very little attention, but values are well sustained at 35c to 37c. Fir, Canada, continues in light supply and sales are making at the previous range of \$3.40 to \$3.60, while Oregon is held at 90c to \$1. Peru is well sustained in the face of a moderately active demand at \$1.15 to \$1.20. Tolu is held more steadily despite the absence of important demand, at 22c to 24c.

Barks.—Bayberry shows an advancing tendency and nothing now offers below 7½c. Black haw bark of root is scarce and held firmly at the recent advance to 18c. Cascara sagrada is held and selling fairly at 8½c to 9c, as to quantity, for 1904 bark; old bark commands 16c. Buckthorn is selling fairly in

a jobbing way and the market is steady at 5½c to 7c. Elm is in light supply and holders are firmer in their views, though values are unchanged at 27c to 30c for select, as to quantity. Sassafras is held with increased firmness, owing to scarcity, 12c to 14c being generally named. Wild cherry is held with more firmness, in view of the near approach of the consuming season, at 5½c to 7½c. Wahoo is scarce and in demand and holders now ask 18c to 20c.

Cantharides, Chinese, have sold actively during the interval, and prices are higher and in upward tendency, with whole files quoted at 43c to 45c, and powdered at 45c to 65c, according to quality, quantity and seller. Russian is very firmly maintained at \$1.00 for broken, and \$1.10 for whole files.

Chamomile flowers are in moderately active demand, and spot quotations for Roman have been marked up to 11c and 12c in sympathy with the position of the flowers in primary markets. Old crop German flowers quoted at 9c to 9½c, and new stock at 11½c to 15c.

Coca leaves, Truxillo, are well maintained at the previous range of 16½c to 18c, as to quality and quantity, though important demand is yet lacking. Iguanuco are nominally unchanged at 28c to 30c.

Codliver oil is beginning to receive more attention, and the market shows a hardening tendency, though prices show no actual change, the range standing at \$44.00 to \$48.00 for Norwegian, and \$1.25 to \$1.75 a gallon for Newfoundland.

Colocynth apples are maintained with more firmness in view of concentration of supplies, but the demand is comparatively quiet, and prices show no variation from 37c to 45c for Trieste and 27c to 28c for Spanish.

Cuttlefish bone is given very little attention by either jobbers or consumers, and notwithstanding the existence of more or less keen competition, values are nominally unaltered at the previous range of 15c to 16c for Trieste, 46c to 54c for jewelers' small, and 45c to 50c for large, as to quality and quantity.

Ergot is dull and neglected, and some holders abroad are seeking to increase the distribution by price concessions, though the spot market is steady and unchanged at 40c to 41c for Russian and 41c to 42c for Spanish, as to quality and quantity.

Guarana is in better supply and easier, with holders willing to accept 63½c to 65c, as to quality and quantity.

Juniper berries are finding sale in small quantities at previous prices, or, say, 2c to 2¼c.

Lycopodium is held with considerable firmness, despite the lack of important demand, at 69c to 72c, as to brand.

Manna is generally held at 25c to 28c for small flake, and jobbers quote large and sorts at 45c to 50c and 24c to 25c, respectively.

Menthol continues exceedingly dull, and the downward tendency of the market persists with recent sales at \$2.75, though some holders still quote \$3.00.

Nux vomica is not so active as it has been, and quotations have receded to the range of 2½c to 3c.

Opium continues inactive, with the tendency of the market favoring buyers, though no actual price reduction comes to the surface. The demand is confined almost wholly to jobbing quantities, for which \$2.70 to \$2.72½ is paid. Importers ask \$2.67½ to \$2.70 for cases, while powdered continues held and selling in a routine jobbing way at \$3.25 to \$3.50.

Quinine may be said to be in improved position, a stronger feeling being noted in the tone of the market for this article, with considerable talk of an advance. While makers continue to quote on the former basis of 21c for bulk in 100 oz. lots, no large orders at this figure are being taken; in fact, orders are

being cut down in some instances and in others business is refused altogether.

Saffron, American, has hardened in the interval and quotations show an advance to the range of \$1.27½ to \$1.35. Valencia is unchanged but steady at \$7.00 to \$7.25, while Alicante is more or less nominal at \$4.75 to \$5.00.

Santonine is scarce and the market is firm at the advance noted in our last issue, with a further advance in the price of powdered, which is now held at \$8.45 to \$8.50, as to quantity; crystals are quoted at \$8.05 to \$8.10.

Vanilla beans are selling quite freely and the market is steady at the range of \$3.75 to \$8.50 for whole and \$2.50 to \$3.50 for cut Mexican.

Wax, Bees, has eased off a trifle under the influence of a slow consuming demand and abundant crop supplies; ordinary pure is now quoted at 30½c to 31c and selected at 32c to 33c. Carnauba is pressing for sale and the market is easier in tone at the revised range noted in our prices current.

Chemicals.

Acetate of lime has been advanced by the makers, but the demand is unimportant; brown is quoted at 1.25c to 1.30c, and gray at 1.75c to 1.80c, as to quantity.

Acetic acid is held with more firmness in view of the position of lime acetate, but values are nominally unchanged.

Acetone has been further advanced in the interval in consequence of the firmer position of raw materials, and 13c is now named in drums.

Bleaching powder has developed some scarcity, and this, coupled with an increased consuming demand, has served to harden values; jobbing sales at 1½c.

Blue vitriol has advanced since our last, makers now naming 5c for carload lots, while up to 5½c is named for lesser quantities.

Chlorate of potash is in increased demand, and selling at an advance to 7¼c to 7½c for crystals.

Cream of tartar is held at the uniform price of 24½c to 24¾c for crystals, and 24¼c to 25c for powdered. At these prices sales are making for both immediate and forward delivery.

Nitrate of silver has been reduced to the range of 36c to 39¼c in consequence of the lower price of bullion.

Oxalic acid is in improved demand and prices are firm at the range of 5¼c to 5½c.

Tartaric acid is in good jobbing demand and values are well sustained at the range of 31¼c to 31½ and 31½c to 32c for powdered.

Essential Oils.

Anise continues in firm position at the previous range of \$1.20 to \$1.25, and sales are making at this range.

Camphor has met with more attention of late and sales are making at 10c to 11c, as to quality and quantity.

Cassia is slow of sale, but values are firmly maintained at the range of 72½c to 75c for 75 to 80 per cent.

Citronella is in good demand and firmer, under the influence of reduced stocks; quoted 24c to 26c.

Lemon has continued in demand, with sales at the range of 55c to 65c, as to quality and quantity. Our advices from Messina under date of September 1 report the market for lemon as fairly steady, at 2s 3¼d for prompt delivery, while new oil is quoted 2s 4d, from November to March.

Lemongrass is in light supply and holders are firmer in their views, at \$3 to \$3.25.

Peppermint was not offered up to the middle of last week under \$4 for bulk, but the market broke later and sales were made at lower prices, one sale of 500 pounds being made at \$3.85, while small retail lots could be obtained at a lower figure. The outlook is not favorable to any considerable appreciation in value.

Sassafras is meeting with a better inquiry and values are steadier, at 60c to 65c for natural. Artificial is in good demand, with the range of the market at 29c to 31c.

Gums.

Aloes, of the various grades, are in better demand, with sales of Cape reported at 10c to 18c, and Curacao at 3¾c to 4c, as to quality and quantity.

Asafoetida is passing out to the trade in a jobbing way in good volume at about 19c to 22c, as to quality and quantity.

Camphor is in good jobbing demand, and the market is firmly maintained at 62c for barrels and 62½c for cases.

Gamboge is firmer and higher, the quotations ranging from 75c to 77½c. The market abroad is reported advancing.

Kino is held with increased confidence, though we hear of jobbing sales only at 17c to 20c.

Tragacanth is in fair demand, with jobbing sales of Aleppo at 30c to 65c, as to quality.

Roots.

Alkanet is maintained steadily at the previous range of 5¼c to 6c, though there is little demand.

Golden seal is coming forward more freely, and prices are on the downward grade, with \$1.40 to \$1.75 now the popular quotation.

Ipecac continues to show a hardening tendency, and prices have advanced in the interval, the range now standing at \$1.20 to \$1.25 for Rio, and \$1.15 to \$1.20 for Carthagena.

Jalap is held with increased confidence, with 11c to 12½c asked, as to quality and quantity.

Ladies' slipper continues scarce, and holders are firm in their views at 25c.

Mandrake is unchanged. We hear of sales in a jobbing way only at 6½c to 9c, as to quality.

Pink is steady and in moderate demand, with holders asking up to 25c.

Sarsaparilla, Mexican, continues held at 12½c to 13c, and the market has a strong undertone, despite the limited demand.

Serpentaria is scarce and wanted, and quotations show an advance to 40c to 42c.

Spikenard is scarce and firm, with 20c the ruling spot quotation, though parcels to arrive are offered at 15c.

Seeds.

No important changes in prices for druggists' seeds have taken place, but most varieties are held with considerable firmness. Poppy is a shade firmer and 5¼c to 5½c continues the range. Caraway is held and selling at 4¼c to 5c. Coriander is firm, but without change at 6½c to 6¾c for natural and 7c to 7¼c for bleached. Fennel is firm with an upward tendency. Canary is held and selling at previous prices, or, say, 6¼c to 6½c for Smyrna, and 6¼c to 7½c for Sicily. Wormseed is very firm, with American held at 15c and Russian at 14c to 14½c.

Emocascara and Santalol, Two New Remedies.

Under the name Emocascara Hegeman & Co., of New York, have placed before the medical profession what is termed an emodated fluid extract of cascara sagrada, which represents the entire activity of this valuable drug in its most available form, the emodin in the preparation being presented in the form of a neutral salt. In this form the emodin loses its objectionable bitterness, the tendency to produce griping is done away with, and doses ranging as high as a fluid drachm may be given without producing any untoward results. Hegeman & Co. have also placed on the market, under the name of Santalol, a soluble extract of copaliba and peru balsams, sandalwood, cubeb and pimento oils and buchu, which present many advantages in the treatment of diseases of the genito-urinary tract. This water-soluble form, while retaining all the therapeutic activity of the oil, prevents their causing the disturbance in the gastric tract, the kidneys, etc., which is such an important factor in limiting their usefulness when taken internally. Both of these preparations are being extensively advertised to the medical profession and druggists should write at once to the Hegeman Company, 200 Broadway, New York, for full descriptive matter, so as to be posted concerning these new remedies, for which they certainly will receive orders in the near future.

The Silent Salesman Showcase of John Phillips & Co., Detroit, Mich., brings good luck to the dealer who displays his stock in it, for goods well displayed are half sold. If the pharmacist utilizes a case of this kind to the best advantage he will find that his sales of sundries increase rapidly. Send for catalogue to John Phillips & Co., Detroit, Mich., mentioning the **AMERICAN DRUGGIST**. You will find it well worth studying.

The Grasselli Chemical Company, Cleveland, Ohio, are among the largest chemical manufacturers in the United States in their special field, and druggists who wish to secure inside quotations on large lots of chemically pure glycerin, sal soda, Glauber's salt, or sulphuric, muriatic and nitric acids should write them for quotations. These goods are carried in stock by leading jobbers, and druggists purchasing them may feel assured of receiving goods that are in accordance with their labels.

George Lueders & Co., 218 Pearl street, New York, are in direct connection with the leading producers of essential oils, olive oils, vanillin, synthetic perfume materials and vanilla beans, and can offer the best goods at bottom figures. Having offices at 218 Pearl street, New York; 52 Lake street, Chicago; 124 Market street, San Francisco, and 5 Gerro de San Teresa, Mexico City, they are in a position to furnish goods promptly and with the least possible expense for freight for any part of America, either North or South.

The Cystogen Chemical Company, St. Louis, Mo., will be pleased to furnish samples and literature free of charge to pharmacists who refer to the **AMERICAN DRUGGIST** when writing them. This preparation liberates formaldehyde in the urine, thus rendering it germicidal. It is used with great success in acute and chronic gonorrhoea, cystitis, urethritis and as a solvent for uric acid. Druggists who are not familiar with this product should post themselves by securing information from the manufacturers concerning its properties. Drop them a postal card.

The Searle & Hereth Company, manufacturing chemists, Chicago, Ill., have a line of pharmaceutical preparations which are thoroughly up to date in every respect. The high standing of the firm from a scientific standpoint is shown by the selection of Mr. Hereth as chairman of the Committee of Revision of the U. S. Pharmacopoeia of the American Pharmaceutical Association. Every detail of its processes is worked out carefully and with the utmost scientific exactitude. The natural result is that the S. & H. brand of pharmaceuticals is becoming every day more popular with discriminating pharmacists. Its commercial methods are equally up to date, and it has signified its accord with the policy of the National Association of Retail Druggists. If you have not got a copy of its catalogue in your commercial library you should write for one at once.

The Colonial Drug Outfit made by Alexander H. Revell & Co., Chicago, Ill., is just the thing for the man who wants to fit up a drug store without wasting six months of time and spending several thousand dollars. It is all ready for immediate shipment and includes 25 feet of tincture shelving, 25 feet of patent medicine shelving, a 10-foot prescription case and counter, two 8-foot and one 10-foot combination show case, one 6-foot cigar case and two 6-foot counters. These are all in highly polished oak and can be set up by any one, whether a carpenter or not. Write Revell & Co. for illustration and description, mentioning the **AMERICAN DRUGGIST**.

No-Bald, the new hair tonic, although it has been on the market only a year, is rapidly forging to the front as the leading preparation for the hair. It is manufactured by the No-Bald Company, which has already gained for itself an enviable reputation for the fair business methods it employs, never making any promise that it does not keep. It has a scheme for individual advertising for druggists which is meeting with big success, and the sale of No-Bald is showing a phenomenal increase each succeeding month. Druggists who are handling it say that it makes no dissatisfied customers for

them and that one bottle of it sells another. It is guaranteed to have absolutely nothing harmful in its make-up, and the thousands of testimonials of those who have used it bear eloquent witness of its merit. Write the No-Bald Company, 49 East Fifty-ninth street, New York.

The Morrisson Cabinet Cigar.

The Morrisson Cabinet Cigars are the only five cent cigars made in four sizes to meet the wishes of all smokers. They are packed 50 in a box and are sold at \$35 per thousand. A special offer, however, is made by Morrisson, Plummer & Co. of \$25 for lots of 750 either in one size or in assorted sizes. The four sizes offered are Specials, $4\frac{1}{4}$ inches; Puritanos, $4\frac{1}{2}$ inches; Regulars, $4\frac{3}{4}$ inches, and Perfectos, 5 inches. Druggists who want a good selling cigar should try an assorted lot of these.

Hot Drink Supplies.

Armour & Co. of Chicago offer free of cost a handsome and attractive china urn with each special china urn case of hot drink supplies. This case contains one 2-gallon china urn, a non-explosive gasoline heater, that will not smoke; half a dozen carnation china mugs to match urn, glass signs, show cards, etc., and Vigoral Asparox French bouillon, tomato bouillon, etc., to the amount of \$25, sufficient to make two thousand or more drinks. They have but a limited supply of these urns, which were made especially for them in Germany, and druggists who wish to avail themselves of this special offer should send in order at once. The urn and supplies are delivered anywhere east of the Missouri River for \$25, and west of the Missouri River for \$30.



This is not the only special offer made by this firm, however, as they have a number of combination offers which will enable the druggist to obtain his supply of hot drinks at a very small outlay. Their Vigoral combination case, for instance, which is illustrated herewith, contains four 2-pound jugs of Vigoral, half a dozen Vigoral glasses and a number of attractive hangers, etc., all of which is sold for \$10. For details concerning this and other special offers our readers should address Armour & Co., Chicago, mentioning the **AMERICAN DRUGGIST**.

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TABLE OF CONTENTS.

EDITORIAL COMMENT.....	221
EDITORIAL:	
An Encouraging Outlook, They Do These Things Better in Cuba	222
ORIGINAL COMMUNICATIONS:	
A Suggestion Toward Realizing the Full Educational Value of the Pharmaceutical Journal, by Jos. F. Hosteley.....	223
Improved Process for Solution of Magnesium Citrate, by Emile Brunor.....	223, 224
Wax in Suppositories, by Wilbur L. Scoville.....	224
CREAM OF CURRENT LITERATURE:	
Emocascara, Extract of Palmetto, The Detection of Iron in Copper Salts, Methods of Preparing Emulsions of Creosotal, The Preparation of Suppositories with Copraol, A New Reaction for Boric Acid.....	226
QUERIES AND ANSWERS:	
Improved Syrup of Hydriodic Acid, Biogen and Hopogan, Green Color for Violet Ammonia, Basis for a Cough Drop..	227
CORRESPONDENCE:	
The Meaning of B in Prescriptions, Drug Clerks Are Wanted in California, More Sesquipedalia.....	227
BOOK REVIEWS:	
A Text-book of Materia Medica, A Text-book of Alkaloidal Therapeutics, Appleton's Medical Dictionary.....	227
DEPARTMENT OF BUSINESS BUILDING:	
Aura Calida, Non-Dividend Paying Advertising.....	229, 230
A SYMPOSIUM ON TRADE CONDITIONS THROUGHOUT THE UNITED STATES	231-233
NEWS OF THE DRUG WORLD.....	234-247
REVIEW OF THE WHOLESALE DRUG MARKET.....	248, 249
OPPORTUNITIES FOR EXPORT TRADE.....	250-252

EDITORIAL COMMENT

THE CHARACTER OF PHARMACEUTICAL JOURNALS.

At the last annual meeting of the Maryland Pharmaceutical Association, a paper bearing the title Pharmaceutical Journals was read by Henry P. Hynson, of Baltimore, and was published in the *Pharmaceutical Review* for September. Mr. Hynson undertook a comparative study of five "of the more popular and conventional journals and one of a more scientific nature" with a view of determining the nature of their contents. Mr. Hynson's survey of the periodical literature of pharmacy has left him disappointed, for he finds that the drug journals are not practical enough to suit him, because "they

do not recount the actual doings and difficulties of the real practitioner of pharmacy." He notes a difference in the practical value of the matter contributed to medical periodicals as contrasted with that contributed to pharmaceutical journals. "One is quickly impressed," he says, "by the want of thoroughness on the part of the pharmaceutical writer, and the possession of it by the contributor to other sciences." What we have been most impressed with in Mr. Hynson's paper is his own lack of the logical faculty which enables its possessor to apportion praise and blame properly. Surely the right deduction, from observations such as he has made, is that the average pharmacist is either not so skilled in the use of the pen, or that he lacks the larger inclination and leisure for writing which belong to the medical practitioner. For he admits that pharmaceutical publishers are more liberal in their treatment of contributors than medical publishers, it being customary for the former to pay pharmaceutical writers for their work. This admission, of course, shifts the responsibility from the pharmaceutical publisher to the pharmaceutical public.

A UNIFORM WORLD STANDARD FOR TINCTURES.

One of the first fruits of the work transacted at the International Pharmacopoeial Convention held in Brussels in 1902 is the adoption by the revisers of the French Codex (official Pharmacopoeia) of the recommendation of the conference that all potent tinctures should be made to represent 10 per cent. of the crude drug. It would be difficult to name a preparation official in so many national pharmacopoeias that shows so wide a variation in composition and strength as tincture of iodine. No two pharmacopoeias give the same formula. While the United States Pharmacopoeia prescribes a solution of 7 parts of iodine in 100 parts of alcohol, the French standard calls for an approximately 8 per cent. solution of iodine in 90 per cent. alcohol; the Swiss Pharmacopoeia prescribes a 9 per cent. solution in 96 per cent. alcohol, and the German "Arzneibuch" a straight 10 per cent. solution in alcohol. The British Pharmacopoeia directs a solution of iodine and potassium iodide in a mixture of water and alcohol, which is little more than a modified Lugol solution. From what has been published regarding the changes adopted by the revisers of the United States Pharmacopoeia, it is evident that France and the United States are to set an example to the rest of the civilized world by conforming to the standard for tinctures set by the conference.

A CRISIS AT HAND.

There will undoubtedly be interesting developments at the N. A. R. D. convention in St. Louis next week in connection with the movement to maintain prices on proprietary medicines in this city. At that meeting will be announced the failure of the so-called Washington Promise Plan in Greater New York; in other words, the failure of the associated manufacturers to establish and enforce a minimum scale of prices on their goods in this city, as they promised to do at the conference with the officers of the N. A. R. D. in Washington, D. C., last winter. Furthermore, a new plan or arrangement for coping with the cut rate evil here and, perhaps, elsewhere, will be announced as having been practically adopted by at least one of the larger manufacturers, and accepted by the Executive Committee of the N. A. R. D. Whether other manufacturers by the time the convention meets will have fallen in line and approved this new plan, and if not, whether they will do so when they learn of what has happened, and whether the N. A. R. D. as a body will accept any new scheme in lieu of the original plan proposed by the manufacturers—these are matters which will only be determined at the convention itself. The whole situation has

become so complex and so many interests are directly involved that it is impossible to predict what the outcome will be.

Prosperity With Us.

We present in our news columns a review of the conditions of the drug trade of the United States in the form of communications from the leading spirits in the trade in all sections of the country, and it affords us pleasure to direct attention to the uniformly favorable reports received from every section.

The advent of a Presidential campaign has always been looked upon with fear and trembling by the commercial world as being invariably associated with a period of commercial depression. The accounts with which we have been favored by our correspondents, each of whom is an authority on the conditions existing in his section, show that so far from there being any evidence of depression in trade the conditions this year are better than for a corresponding period for many years past, while they are so much better than the conditions existing during preceding Presidential elections as to form a most happy contrast. Not only are the present conditions favorable, but the general outlook for the fall and winter trade is of a most encouraging character, and the happy combination of stable markets, large crops, high prices and sound business conditions, free from inflation, gives promise that we will have before us one of the most prosperous years known to the drug trade during the past decade.

The shrinkage of prices in Wall Street, which began about a year ago and which was the cause of considerable uneasiness in commercial circles, has really been of distinct benefit to legitimate commerce, as it has resulted in placing the price of stocks on a more solid basis and one more nearly in accord with actual values. The inflation of the stock market, with the glittering prizes of fortune quickly made, had diverted from legitimate channels of trade considerable amounts of capital. When the period of depression of stocks set in, and the public ceased to buy, this capital, after lying idle for a short time, sought more conservative and safer channels of investment, and the period of legitimate commercial activity upon which we are now entering is, therefore, to a certain extent at least, due to this very depression in speculative stocks.

The most substantial basis, however, of our present prosperity and hopeful outlook is the large size of the crops reported from every section. In the South the cotton crop will be fully up to or greater than the average, while the prices will be higher than those received by the producer at any time in the last twenty years. The high prices brought by cotton last year did not benefit the producer to the same extent that they probably will this year, since the upward movement reached its climax some time after the crop had passed out of the hand of the producer, so that the middleman or speculator, and not the producer, profited most by the advance. The prices of cereals have also crept up to an unusually high plane, and here again the producer will get more than his usual share of the advanced prices. This favorable crop prospect, coming as it does after two years of good crops and fair to high prices, will place the agricultural community in a very favorable financial condition. The transportation of these crops will be a very important factor in swelling the receipts of the railroads, and the favorable results will in this way reach the stock market.

On the whole, there is much cause for congratulation in the reports presented, and which encourages us to look forward to a season of unexampled prosperity, despite the distraction due to a political campaign.

They Do These Things Better in Cuba.

We have heard much prating by would-be sociologists and pseudo philosophers concerning the inexorable laws of trade and the inutility of effort to artificially control prices. In the face of these disquisitions the National Association of Retail Druggists persistently spreads its gospel of organization, with the result that the Juggernaut car of trade competition has, at least, been checked in its cruel course, to the financial salvation of some thousands of druggists in the United States. To prove further that prices can be artificially controlled we need not go far afield, for we have in our young neighbor to the south, the Cuban Republic, a country in which the evil of price cutting is wholly unknown in the drug business. To the pharmacist who has had to struggle with the 50-cent Peruna and 13-cent Carter's Pills the conditions existing in Cuba will seem too good to be true. The entire drug trade of Cuba is organized into an association, the directors of which indicate the price at which an article is to be sold. The prices set are published in the form of a book, and the prices are rigidly adhered to all over the island. The following schedule is used as a basis for determining the retail price, the jobber's price being given in Cuban gold and the retail price in Cuban silver:

When jobbers' price per dozen is (Cuban gold).	The retail price of the single package (Cuban silver).
\$1.00.....	must be \$0.15
1.25.....	" .20
1.50 to \$1.75.....	" .25
2.00.....	" .30
2.25.....	" .35
2.50.....	" .40
2.75 to \$3.50.....	" .45
3.75.....	" .50

Manufacturers of proprietary medicines who have not studied the conditions existing in Cuba have sometimes wondered why their goods did not sell there. The answer to this problem could easily be learned by a little study of the local conditions.

In the first place, while Cuba is a considerable consumer of proprietary medicines, having imported \$316,000 worth in the fiscal year of 1902-1903, the training and sympathies of the people are in the direction of the French remedies, a fact shown by the very large preponderance of these remedies, \$201,500 worth of the imports of proprietary medicines in 1902 having been of French origin, or, approximately, two-thirds of the whole. This predilection must be overcome by judicious advertising.

In the second place, the majority of the inhabitants are not well to do and will not purchase high priced medicines, and since the retail prices are based upon Cuban silver values, which are about one-half the value of American gold, the price appears larger to the Cuban consumer than to the American.

The manufacturer of proprietary medicines will find that he can deliver goods in Havana at the same cost for transportation as he can in the central portion of the United States, and it is, therefore, to the interest of our manufacturers to name such a price to the Cuban jobber as will enable that jobber to make 15 per cent. profit and still allow the retailer to sell at about the price at which goods are sold in the United States. Efforts to introduce high priced proprietaries have been uniformly unsuccessful, showing that the public will not purchase them. Manufacturers cannot count on the gratuitous advertising which they reap from the dry goods cut rate in the United States; but, on the other hand, since the retailer gets his full price, he is not tempted to undertake substitution, as he is through the cut rate evil in this country.

[Written for the American Druggist.]

A SUGGESTION TOWARD REALIZING THE FULL EDUCATIONAL VALUE OF THE PHARMACEUTICAL JOURNAL.

By Jos. F. Hostellery,

Collingdale, Pa.

There is no educational value in the pharmaceutical journal that is not read. There is something learned from the one casually looked over. But there is a modern institution of learning, a school of up to date pharmacy in the drug journal that is intelligently and carefully perused. The reason the average druggist does not adequately appreciate the educational significance of the pharmaceutical journal is because he does not treat it properly, he does not find the meat of it because he does not use the proper means to extract it. He will take up the daily newspaper or a popular periodical at a time when he may elevate his feet and muse over the contents, but the pharmaceutical journal—it must be hastily gone through when the daily routine of work is pressing him and customers are in and out.

It is no small wonder, with the little intelligent regard many druggists give to the pharmaceutical journal, that it passes from its mailing inclosure to a back shelf without contributing more than a small quota of its true influence to the material advancement of the recipient. The text book or the college professor would avail little in the making of a pharmacist if accorded the modicum of attention conceded the pharmaceutical journal by many an otherwise judicious druggist. And in some respects the drug journal is more than the text book or the college professor. It is not, like the text book on the average library shelf, from one to five years behind the latest advancements in pharmacy and allied studies, and, unlike the esteemed professor, limiting his teachings largely to the scientific side of pharmacy, it may consistently go beyond him and record the most advanced ideas on pharmacy as a business. Many scientific subjects are most ably treated in the pharmaceutical journal by college professors themselves, each subject by its own professor, and treated to a greater length and with more influence on the trained mind than in their lectures or their text books. When we say that the pharmaceutical journal is more than the college professor or the text book, we wish to be understood to mean, not that it may supplant either, but that it is a supplement to both that neither can supply.

Druggists universally grant an educational value to the pharmaceutical journal, but very few druggists allow it to properly and fully exert its educational influence. And that is why we are about to suggest a practical means whereby it may be permitted to do justice to itself and to do much more for the druggist.

In every store there is at least one evening in the month when from one to two hours could conveniently be given to the reading and discussion of the drug journal by the members of the store force, assembled together, by mutual agreement, on a prearranged evening, possibly after the closing of the store for the night, especially if the early closing movement be observed, or on a stormy evening, when patronage is slack or practically nil. The proceedings on these occasions would be in the hands of the druggist himself or one of the clerks, selected reader of the evening by some previously arranged plan by which each attache of the store takes his turn in the chair. The programme for each evening is to embrace the reading of such papers as appeal most pertinently and emphatically to the reader of the month, who is supposed to give more than ordinary attention to the contents of current numbers of such drug journals as come into the store, and to be in a position to knowingly paraphrase their important features, together with discussions by all present at the meeting on the subjects advanced. The real practical utility of certain time and labor-saving devices is talked over, formulas are extolled or criticised, various improvements and modifications being suggested, resulting in determinations by some to make practical investigations and experiments; the members of the meeting talk themselves into familiarity with the newer remedies of the pharmaceutical house, with the possibilities of more profitable buying in markets as yet untried, with advertising to the profession

and to the laity that promises profitable returns, with drug legislation, with the proceedings of the pharmaceutical associations and their advantages to pharmacy, and with many other equally as influential subjects.

As each member of this little journal-reading association takes his turn as reader of the month, he is enthused with a desire to fill his chair nobly, intelligently and instructively, and to do this he knows he must thoroughly acquaint himself with the contents of the journals as they appear, and devote some attention at odd times to ways and means to realize the advanced pharmacy toward which pharmaceutical journals are aiming. He reads the drug journal carefully, he studies it, he analyzes it. And the next month, when, in the order agreed upon, a conferee and coadjutor becomes reader, he continues his perusal of the journals, his observations and his experiments to be in possession of such information and facts as will enable him to converse knowingly upon the topics advanced at the regular discussion meeting of the month.

A druggist friend or two from neighboring stores might be invited to join in the readings and to take their turns as readers, giving a varied personality to the meetings, and affording the principals the opportunity of profiting by the ideas and suggestions that experience in other stores might prompt.

There is an educational possibility in this concerted and systematic effort to keep familiar with the progress of the pharmaceutical journal which cannot be overestimated. In unity of effort and of purpose and in systematic work there is strength, in united action and orderly movement there is power. In this communion of interests the individual teaches himself and his coadjutors, and collectively they teach each other.

IMPROVED PROCESS FOR SOLUTION OF MAGNESIUM CITRATE.¹

By EMILE BRUNOR, PHAR.D.,

New York, N. Y.

In view of the present revision of the United States Pharmacopoeia, the writer would suggest a new method for preparing the solution of magnesium citrate so as to make it more palatable and stable.

As it is now, its most marked defect is the precipitation, which occurs very often after the lapse of a few days. According to one authority this is caused by the presence of calcium salts in the magnesium carbonate used in the manufacture of the solution.

Another writer suggests that the solution be sterilized to prevent the growth of fungi, which are said to be the cause of this sediment.

Still another claims that if the bottles are not hermetically sealed some of the salts will be thrown out of solution.

While these theories are plausible, they do not simplify a process which is still 20 years behind the times.

The writer has often observed that when the sugar, acid and the magnesium carbonate were mixed with hot water, so as to save time, the cold filtrate shows the presence of quite a large amount of grape sugar, which is probably formed by the inversion of the cane sugar employed. This is possible owing to the action of the citric acid on the sugar in the presence of heat.

The action of potassium bicarbonate has never been questioned, probably because it has never disappointed in carbonating; yet the tendency to use too much of it occurs, in which case it either creates a double decomposition or causes the bottles to burst.

The improvement suggested consists in preparing a concentrated solution of magnesium citrate, adding the simple syrup and filling the bottles with carbonated water. The following formula has given the best satisfaction:

R Magnesium carbonate.....	15 Gm.
Citric acid.....	27 Gm.
Oil of lemon.....	1 gtt.
Simple syrup.....	60 Cc.
Hot water, q. s.....	80 Cc.
Carbonated water, q. s.....	360 Cc.

¹ Read at the fifty-second annual meeting of the American Pharmaceutical Association, held at Kansas City, Mo., September, 1904.

Dissolve the citric acid and magnesium carbonate in enough hot water to make 90 Cc.; the oil of lemon is dropped on the magnesium carbonate before it is added to the citric acid solution, and when the reaction is completed, filter.

This concentrated solution of citrate of magnesia will keep for a month or more if it is kept on ice and in completely filled sterile bottles.

To make a bottle of solution use 90 Cc. of the concentrate, add 60 Cc. simple syrup, then add a sufficient quantity of carbonated water, or so-called soda water, to make 360 Cc.

It is imperative that the carbonated water be very cold when poured into the bottles, as it is then fully charged and retains its pungency longer. The writer fills his bottles from the tap or draft of the soda fountain, that being the most convenient way. It will be noted that by dispensing with the potassium bicarbonate a saving of 3 Gm. of citric acid is effected, which also makes the product more palatable.

A finer flavor can be imparted to the solution by using the freshly grated lemon peel.

As a novelty in aperient waters, the concentrated solution can be flavored with freshly grated orange peel and sold as a laxative or orangeade, or a small sized siphon can be filled with either flavor in the following manner: The air is exhausted in the siphon; a moderate vacuum is needed, such as can be produced by the mouth, and the concentrated solution mixed with the syrup is introduced by dipping the spout in the solution and opening the valve. The siphon is then filled with carbonic water in the usual manner.

It would be desirable to have this method introduced in the U. S. P. as an alternate process to be used by those pharmacists who possess a soda fountain.

WAX IN SUPPOSITORIES.¹

By WILBUR L. SCOVILLE,
Boston, Mass.

Suppositories made with cacao butter as a vehicle, and containing more than 10 per cent. of a volatile oil, or of chloral, usually need to be stiffened by the addition of wax in some form in order to dispense them at short notice. The small proportion of stearin in cacao butter makes it very susceptible to softening agents, and when such are incorporated the butter sets very slowly.

In pharmaceutical literature wax is frequently recommended, but seldom is a discrimination made as to the variety of wax to be chosen. Since there is a wide difference in the melting points of the waxes, and the melting point of the suppository is its most important quality, this is a matter of much importance. It was with a view to ascertaining definitely the relative values of bees-wax and spermaceti in suppositories that the following experiments were undertaken. Paraffin wax, which is sometimes recommended, is too variable for reliable data, except for the particular specimen which might be selected. The following suppositories were made by the usual (hot) method, and at the same time tubes for taking melting points were prepared from the same mixtures:

	1.	2.	3.	4.	5.
Chloral hydrate.....	4.00	4.00	4.00	4.00	4.00
Cacao butter.....	15.20	14.30	14.30	13.30	13.30
Spermaceti .....	.....	0.90	.....	1.90	.....
White wax.....	.....	.....	0.90	.....	1.90

Each mixture was for 12 rectal suppositories, containing 5 grains of chloral each and weighing 24.7 grains each. Numbers 2 and 3 contained 5 per cent. of spermaceti or wax, and numbers 4 and 5 contained 10 per cent.

Number 1 was chilled in a mixture of ice and salt during half an hour at a temperature of about 15 degrees C (5 degrees F.), when the suppositories were firm enough to be removed from the molds, and they retained their shape under normal room conditions thereafter. This plan of using a mixture of ice and salt instead of ice alone will frequently do away with the necessity of using wax in suppositories.

The cacao butter employed melted at 30.7 degrees C., the spermaceti at 42.6 degrees C. and the white wax at 60.6 degrees C. after 24 hours—i. e., the waxes and fat were allowed to set in the melting tubes for 24 hours in a cold place before the melting points were taken.

The melting points of the suppositories were as follows, in Centigrade degrees:

	2d day.	3d day.	4th day.	7th day.	10th day.
Plain cacao butter.....	28.2	28.0	28.0	28.7	29.8
5 per cent. spermaceti...	27.1	29.6	29.2	28.3	24.8
5 per cent. white wax...	28.8	31.3	33.8	30.5	32.4
10 per cent. spermaceti...	27.0	27.0	27.0	28.1	29.0
10 per cent. white wax...	43.8	44.0	41.0	41.5	42.7

The remarkable fact is shown here that mixtures of spermaceti and cacao butter with chloral melt at a lower temperature than cacao butter and chloral alone, and this, with the seeming discrepancies between the melting points of the suppositories containing spermaceti, led to a testing of the effect of chloral on spermaceti. Suppositories and tubes were prepared consisting of equal parts of chloral hydrate and spermaceti melted together. After 24 hours these melted at 33.7 degrees C. Since chloral melts at 58 degrees C., and the spermaceti at 42.6 degrees C., it is evident that these in combination tend to liquefy each other. But the suppositories were firm, congealed readily, and were easily removed from the molds.

A corresponding mixture of 50 per cent. of phenol and 50 per cent. of spermaceti melted at 28.6 degrees C. after 24 hours, showing that phenol (m. p. 35 degrees C. or above) acts in a similar way. Wax does not share this liquefying tendency with chloral and phenol, at least not to so marked a degree.

As a type of the oils which may be used in suppositories, oil of eucalyptus was selected. Suppositories and tubes were made as before, containing 10 per cent. of oil of eucalyptus, 10 per cent. of spermaceti or white wax, and 10 per cent. of cacao butter. After 24 hours these showed the following melting points:

	Degrees C.
10 per cent. spermaceti.....	30.2 and 30.2
10 per cent. wax.....	47.8 and 48.0

Other suppositories were then made, containing 25 per cent. of oil of eucalyptus, 40 per cent. of spermaceti or wax, and 35 per cent. of cacao butter. After 24 hours these melted as follows:

	Degrees.C.
40 per cent. spermaceti.....	37.0 37.0
40 per cent. white wax.....	56.2 56.5

There is no special liquefying action of the oil on either the spermaceti or the wax shown here more than is usually observed in the mixing of liquid and hard fats. But the lower melting point of spermaceti makes it much safer to use, and apparently quite as effective as a hardening agent, when such is needed.

Even 10 per cent. of white wax, in either case, makes a suppository which requires several degrees of heat above that of the human body to melt it, while 40 per cent. of spermaceti just passes the limit in the case of the oil. And 40 per cent. of spermaceti is, without doubt, much more than is needed in the oil suppository to make it firm.

It has been stated that a mixture of 20 parts of spermaceti and 80 parts of cacao butter melts at about the temperature of the body. Probably variations in commercial cacao butter would modify this statement some, but it would appear that when chloral, phenols or volatile oils are present, as much as 20 per cent. of spermaceti might be used with safety. On the other hand, more than 5 per cent. of wax would be questionable in any case. And there is no marked difference observable in the relative hardening power of the two.

From these experiments I draw the following conclusions:

1. Suppositories containing as much as 25 per cent., at least, of chloral can be made with cacao butter only as a vehicle by either the hot or cold process. When made by the hot process the molds must be chilled in a mixture of ice and salt to admit of prompt dispensing.

¹ Read at the fifty-second annual meeting of the American Pharmaceutical Association, held at Kansas City, Mo., September, 1904.

2. Spermaceti can be used in equal proportions with chloral, phenols or volatile oils, and the suppositories can be depended upon to melt at the temperature of the body. With chloral and phenol, one-quarter to one-half as much spermaceti as of the chloral or phenol used is sufficient to admit of prompt and safe dispensing. With volatile oils an equal weight of spermaceti may be used safely.

3. White wax raises the melting points of softer fats and oils much more than does an equal quantity of spermaceti. If used at all, it must be employed only in small proportions (less than 10 per cent. in all cases), and with caution. It sets more slowly than spermaceti, and thus is of no advantage over that body for prompt dispensing.

4. In all cases where wax is needed in suppositories, spermaceti is to be preferred, and in moderate amounts is safe.

THE CHARACTER OF COMMERCIAL ALOIN.¹

By L. D. HAVENHILL,

Lawrence, Kan.

The accompanying table gives the results obtained by examination of 21 market samples variously labeled as aloin, aloinium, aloin from aloe vera, aloin C. P., etc., at different prices in lots of 25 pounds or more. They were sent out in cartons, paper packages and bottles, some of the latter bearing labels directing that the bottles be kept tightly corked. The figures in column No. 5 are relative only, the higher numbers denoting the degree of turbidity, as indicated by the resin test proposed by C. A. Serre (1). In applying this test 65 Mg. of aloin were shaken with 20 Cc. of water at 15 degrees C. for one minute, and the turbidity observed as soon as the air bubbles had separated. The foam produced by shaking Nos. 9, 14, 16, 17 and 18 required an unusually long time to subside, which would seem to indicate the presence of some peculiar principle. The comparative results for emodin in column No. 6 were obtained colorimetrically by a modification of the Borntraeger test for oxymethylanthraquinones (2). The lower numbers represent the minimum amount of coloration, the higher, the maximum amount. The figures in the column headed "Moisture" indicate the percentage loss when 2.5 G. of the sample were heated to constant weight in an oven at a temperature of 100 to 105 degrees C. The percentages of ash were obtained by incinerating 2.5 G. of sample received in a porcelain crucible at a low red heat.

The samples differed somewhat in color, and, according to degree, I would arrange them in the following order, beginning with the palest yellow and ending with a greenish yellow, with the brighter yellows between—viz.: 9—5—21—13—12—7—6—16—15—4—1—11—3—20—8—14—2—17—19. They were all neutral to litmus paper, and responded alike to the tests for so-called barbaloin.

Some surprise may be felt at the omission of the customary table of melting points, but after repeated trials I am of the opinion that, while in some special cases they may prove of value, in general but little dependence can be placed upon them. The rate of heating, the size of the capillary tube and the method of dehydrating all have a decided influence on the result, to say nothing of the difficulty in deciding when the transition point really occurs.

Attempts at the direct assay of aloin have not been sufficiently satisfactory to warrant including any results in the table. A microscopical examination showed all the samples to be composed of the same yellow crystals and amorphous material. If the samples were of pure barbaloin of the composition $C_{21}H_{20}O_6H_2O$, as proposed by E. Ledger (3), they should contain 14.75 per cent. of moisture, and the fact that they were found to contain considerably less might account for the presence of the amorphous material. It was noted that the samples with highest percentage of crystalline particles yield the most moisture. There is, however, a chance that this amorphous material may prove upon further investigation to be largely composed of the amorphous water soluble material

found by Tschirch and Pederson in Barbadoes aloes (4). All the samples possess a slight odor of aloes, and in my opinion meet the U. S. P. requirements, save in one particular—they do not volatilize without leaving a residue.

TABLE OF RESULTS OF EXAMINATION OF ALOIN.

	Price.	Weight.	Container.	Resin.	Emodin.	Moisture.	Ash.
		G.				Per cent.	Per ct.
Sample 1.	\$0.38	20.00	Paper package	4	1	8.28	0.892
2.	.40			4	5	7.56	0.972
3.	.34			2	4	6.66	0.352
4.	.60	28.69	Amber glass	8	2	6.06	0.356
5.	..	29.12	White glass	3	2	5.83	0.300
6.	.39	28.90	Carton	4	8	7.91	0.486
(2) 7.	.40	25.91	Carton	1	6	7.47	0.380
(2) 8.	.40			2	5	7.39	0.360
9.	1.00			0	1	6.99	0.300
10.	.40			4	5	5.81	0.580
11.	..	29.43	Amber glass	4	5	6.12	0.264
12.	.38	32.30	Amber glass	1	2	6.92	0.390
13.	..	29.12	Amber glass	1	1	6.18	0.360
14.	.45	28.45	White glass	2	1	4.56	0.240
15.	.40	28.86	Amber glass	4	4	5.72	0.400
(2) 16.	.40			2	2	7.06	0.544
(2) 17.	..	28.20*	Carton	2	2	7.36	0.560
18.	.36	28.72	Carton	2	4	7.08	0.818
19.	.36	29.45	Amber glass	4	5	6.12	0.808
20.	.45	30.49	Amber glass	5	5	5.22	0.428
21.	.40	28.50	White glass	0	1	6.27	0.380

* Package had leaked.

While this table may not be as complete as is desired, it contains, in my opinion, all that can be offered in the light of the present conflicting literature and the lack of reliable chemical methods for determining the relative therapeutic value of different lots.

- (1) *Druggists' Circular*, 1895, 39, page 8.
- (2) *Zett. anal. Chem.*, 1880, page 165.
- (3) *Journ. Pharm. Chim.*, 1902 (6), t. 16, page 519.
- (4) *Arch. Pharm.*, 1898, 236, pages 200-212.

The Use of Formaldehyde Solution for Preserving Urine.

—A number of writers have discussed of late the advisability of using formaldehyde solutions for the preservation of urine. In 1902 Jaffe strongly objected to the use of this antiseptic in preserving urine, and in a recent article Stryzowski (*Therap. Monatshefte*, 1904, No. 5) summarizes the results of his experiments and concludes that formaldehyde is in most instances unsuited for the preservation of urine for the purposes of analysis. The addition of formaldehyde interferes with a large number of important reactions of the urine, including those for indican, diacetic acid, pentoses, etc. On the other hand, it may be employed when some of the quantitative tests are to be performed.

Deterioration in Preparations of Valerian.—According to Kochmann (*Deutsche Medicinische Wochenschrift*, 1904, No. 2) fresh valerian root does not contain the oil of valerian, but this oil is formed while the root is drying, under the influence of oxydases. While the fresh oil is yellowish or light brown in color and of a mildly acid reaction, the old oil is dark brown in color and is markedly acid. These changes depend upon the fact that the active constituents of the oil—the levo-bornylesters of acetic, butyric and valerianic acids—are split up under the influence of the air or of water into levo-borneol and the volatile fatty acids. This transformation was made use of by the author in order to determine the changes which take place in various preparations of valerian.

He examined the oil of valerian, the tincture, the ethereal tincture, Kneipp's tincture of valerian, infusions of valerian root, etc.—in all, 18 preparations. Of these, 14 were acid in reaction, 2 were neutral and 2 were alkaline. If 5 Cc. of any of the preparations named above, or of their solutions, were neutralized with a decinormal solution of soda and were exposed to the air and light in an open vessel for two days it was found that the tinctures had not undergone any change as to the amount of acid. The oil of valerian, and still more markedly, the infusions which gave a neutral or alkaline reaction before the exposure, increased the acidity, while the dialysed solution remained unchanged. The greatest change under the conditions described was observed in the bornylester of iso-valerianic acid, especially when water was added.

¹ From the report of the Committee on the Drug Market of the American Pharmaceutical Association, presented at Kansas City, September 8, 1904.

Cream of Current Literature

A summary of the leading articles in contemporary pharmaceutical periodicals.

Emocascara is a fluid extract of cascara sagrada, in which the emodin is presented in the form of a salt, thus making the preparation more palatable, more active and less objectionable in its action than other preparations of cascara. This preparation, which is also termed emodated fluid extract, is designed so as to procure the greatest possible activity for the emodin present in the drug. It is made and marketed by Hegeman & Co., New York.

Extract of Palmetto.—Kohnstein (*Chemiker Zeitung*, 1904, R, 214) has analyzed the extract of palmetto, and finds that it contains a substance which he calls a semi-tannin—i. e., a product which contains a large amount of tannic acid, but has only slight tanning properties. The extract of palmetto, as we know, is obtained from the roots of a palm indigenous to Georgia and Florida (*Sabal serrulata*). These root stocks are 1.5 meters long and from 10 Cm. in diameter. They are pressed in old-fashioned sugar cane presses and the juice is immediately evaporated *in vacuo*.

The bundles of root-vessels-fibers are employed in the manufacture of brushes; the wood is used as fuel, and the ash, which contains a large amount of silicon and phosphorus, serves as manure, while the leaves are put into mattresses, and the fruit and the oil pressed therefrom form valuable medicaments.

The Detection of Iron in Copper Salts.—Crouzel (*Répertoire de Pharmacie*, August 10, 1904) describes a new method of detecting the presence of iron in copper sulphate, which has of late been used quite extensively for the purpose of destroying mildew, etc., upon plants. Iron sulphate has been found quite as often as an adulterant of this copper salt, and this is easily explained by the fact that the price of iron salt is about six times lower than that of copper sulphate. It is very important, therefore, to possess a rapid and convenient process for detecting the presence of iron in copper salts. Such a procedure, in fact, should be so simple that it may be executed by those not familiar with analytical chemistry.

The author suggests the following method: The copper sulphate to be examined is dissolved in 10 parts of water and a solution of sodium hyposulphite of the same strength is prepared. Equal parts of the two solutions are placed in a test-tube and the combination is well shaken. After two hours, approximately, a light green precipitate is produced if the copper sulphate is pure. At the end of twenty-four hours the precipitate becomes lemon yellow and the walls of the tube are lined with yellow crystals composed of double hyposulphite of copper and sodium. This copper salt is known under the name of Lentz's salt. If the copper sulphate is adulterated with iron the precipitate is partly composed of a deposit of an ochre color, which is quite distinct from the lemon yellow of Lentz's salt. This precipitate is due to the presence of a basic ferric sulphide. The reaction, which the author discovered by chance, is very sensitive, and is both simple and rapid, requiring no special knowledge of chemistry.

Methods of Preparing Emulsions of Creosotal.—Haefelin gives a series of practical points concerning the preparation of emulsions of creosotal without the use of a mortar, but by simply mixing in a bottle (*Pharmaceutische Zeitung*, 1904, page 191). He employs for 1 Gm. of creosotal about 1 Gm. of gum acacia and 1 Gm. of tincture of quillaja.

An emulsion containing 3 Gm. of creosotal, 80 Gm. of oil emulsion and 40 Gm. of syrup of liquorice was prepared in the following manner by the author:

Into a bottle were placed 12 Gm. of mucilage, containing 4 Gm. of gum acacia, 8 Gm. of oil of almonds, 3 Gm. of creosotal and 3 Gm. of tincture of quillaja. The whole was shaken vigorously until an emulsion was formed, then the syrup added and finally the remainder of the water.

Another prescription contained from 3 to 5 Gm. of creosotal, 60 Gm. of emulsion of almonds and 40 Gm. of brandy and syrup

of liquorice. This was prepared by shaking 12 Gm. of mucilage with 3 Gm. of creosotal and the same amount of tincture of quillaja, and adding the milk of almonds, the syrup and the brandy.

In this way the unpleasant addition of tragacanth or of glycerin, both of which irritate the stomach, was avoided. The editor of the *Pharmaceutische Centralhalle* (1904, No. 14, page 263) in commenting upon the method reminds us that tincture of quillaja is not entirely harmless, on account of its contents of saponin.

The Preparation of Suppositories with Copraol.—Copraol is a substance which is intended to take the place of cacao butter and is manufactured by Paul M. Bramigk of Dresden. It is noteworthy on account of the shrinking which the suppositories undergo on cooling and which enables them to become readily loosened from the mold. Copraol is also remarkable for the fact that it can absorb up to 50 per cent. of watery fluid and that it solidifies very quickly, even in summer heat, so that the use of ice is almost unnecessary. For the prescription counter copraol is kept in bottles containing from 150 to 200 Cc., which may be placed in hot water in order to melt their contents when required. Smaller bottles, containing about 60 Gm., may be kept ready, with mixtures of copraol and morphine, belladonna extract, ichthyol, glycerin, etc. In preparing suppositories the mixture is shaken for a few minutes under hot water and is poured into molds, made either of paper or metal. It is only necessary to use ice or ether for cooling the suppositories when there is a great deal of fluid mixed with the mass. Any substance soluble in water may be mixed with copraol by shaking with the melted product. The only exception is tannin, which adheres to the sides of the vessel in dense masses in the presence of water. Substances which are soluble in water with difficulty or are insoluble may be shaken with the oil after triturating them with finely shaven copraol in the proportion of one to ten. With the aid of copraol suppositories may be prepared very rapidly (in 10 or 20 minutes), and this without soiling the hands and without any trouble about dividing the medicament. (*Pharmaceutische Centralhalle*, 1904, No. 13.)

A New Reaction for Boric Acid.—Cassal and Gorraus (quoted in *Pharmaceutische Centralhalle*, July 28, 1904) describe a new method of detecting boric acid which is especially useful in examining milk and other food products. If solutions of boric acid are evaporated with curcumin and oxalic acid a vivid magenta color results, which is quite different from the ordinary curcumin reaction, persists for ten to eleven hours and is exceedingly sensitive. The coloring matter is soluble in alcohol and ether, but is destroyed by water. Alkalis cause it to turn blue. Caustic alkalis and alkaline salts in large quantities destroy the reaction.

In order to test milk a sample of 15 or 20 Gm. is strongly alkalinized with baryta water and is dried at 105 degrees C. The residue is acidified with hydrochloric acid and is extracted with hot water, the extracts are filtered, the filter is incinerated and the ash is again extracted. The combined extracts are dissolved in water up to 100 Cc.; of this 10 Cc. are mixed with from 10 to 15 Gm. of sand and are dried. The residue is again acidified with hydrochloric acid and with 2 Cc. of a saturated solution of oxalic acid, together with 2 Cc. of an alcohol solution of curcuma. The mixture is placed in a porcelain dish and covered with a funnel, the point of which bears an absorption apparatus containing baryta water. The mass is dried by passing air through it over a paraffin bath. Then it is mixed with 10 Cc. of a curcuma solution, dried and extracted with methyl alcohol. The fluid in the absorption apparatus is poured into the dish and treated in the same way. The solution of coloring-matter is then diluted with alcohol till it shows the same color as a sample of known boric acid content.

Queries and Answers

We shall be glad, in this department, to respond to calls for information on all pharmaceutic matters.

Improved Syrup of Hydriodic Acid.—W. S. T.—If the directions of the Pharmacopœia are followed carefully, no difficulty should be experienced in making a permanent syrup. However, the trouble complained of by you has been reported before, the darkening of the syrup being caused either by caramelization of the sugar, or by actinic glass in faulty containers. A certain way out of the difficulty has been proposed by W. C. Kirchgessner, in the substitution of glycerin for syrup, but, of course, this does not make a pharmacopœial product, and its advantages over a properly made syrup are somewhat questionable. The following formula will make a 2 per cent. glycerole of hydriodic acid:

Potassium iodide. 208.0 Gm. or 4000 grains
Potassium hypophosphite. 16.0 Gm. or 304 grains
Tartaric acid. 192.0 Gm. or 3696 grains
Water. 240 Cc. or 10 fl. ozs.
Diluted alcohol.
Glycerin, 50 per cent., q. s.

Dissolve the potassium salts in the water. Dissolve the acid in 400 Cc. or 1 pint diluted alcohol. Mix the two solutions and pack in ice for three hours, shaking bottle occasionally. Filter. Of the filtrate, 2 fluid ounces added to 14 fluid ounces 50 per cent. glycerin will make a 2 per cent. glycerole.

Biogen and Hopogan.—L. D. P.—Biogen is the trade name adopted by the Biogen Company, of New York, for a medicinal peroxide of magnesia (magnesium dioxide, MgO_2). The substance marketed in Europe under the name Hopogan was originally made by the manufacturers of Biogen; Kirchoff and Neirath, of Berlin, being the selling agents in Germany for the Biogen Company. The latter firm's contract for the supply of Biogen to their then European agents was annulled by mutual agreement some two years ago, but Hopogan is still being sold, and the clinical data and indorsements of medical authorities belonging to the original Biogen are evidently in continuous use. The whole subject of the genesis and nature of medicinal dioxides was reviewed by Dr. Friederich Elias, the originator of Biogen, in the *New York Medical Journal and Philadelphia Medical Journal* for December 19, 1903. Dr. Elias is a stockholder in the Biogen Company, of New York, and is the technical director of that firm's laboratories. The product of the American Company is stated to have a higher percentage composition of MgO_2 than the foreign imitation, but of this we have no accurate knowledge. The percentage of oxygen in magnesium dioxide is, however, easily determined, for potassium permanganate and magnesium dioxide react upon each other by the liberation of oxygen and mutual reduction upon the addition of dilute sulphuric acid. If 1-100 of the molecular weight of magnesium dioxide in grammes, based upon hydrogen as a unit, equaling 0.28 Gm., be weighed out and added to water in a test tube and acidulated with diluted sulphuric acid, the number of Cc. of centinormal volumetric solution of potassium permanganate used will show the quantity of oxygen present in the sample under examination.

Green Color for Violet Ammonia.—O. B.—Green dyes, suitable for tinting solutions of ammonia, can be obtained already prepared from perfumers' supply houses, such as the Evergreen Chemical Company, 130 Fulton street, or Fritzsche Brothers, 37 Barclay street, New York. A satisfactory green tint can be obtained by combining blue and yellow in proper proportions. If 180 grains of true Spanish saffron are infused in 8 ounces of distilled water and solution of indigo carmine added until the right tint is reached, nothing better can be devised. The solution of indigo carmine is best made as follows: Powder 30 grains of indigo in a mortar and desiccate or dry thoroughly over a water bath. To the perfectly dry powder add drop by drop four times its weight (2 drachms) of fuming sulphuric acid. Cover the swollen mass and set the capsule aside for 24 hours. At the end of this time add 3 fluid ounces of distilled water, a

little at a time, stirring constantly, and then transfer the whole to a tall, narrow beaker, or similar vessel, and let stand for four days, with occasional stirring. At the end of this time neutralize exactly with sodium carbonate, being careful to avoid any excess of the alkali. Filter the neutralized solution and evaporate to dryness in a water bath. The resultant powder is sodium sulphindigotate, commonly known as indigo carmine.

Basis for a Cough Drop.—C. writes: "Would you kindly inform me what basis to use for a cough drop in which anise oil is used?"

Sugar is, of course, the basis for nearly all cough drops. There are a number of technical processes employed by confectioners, and known principally of them for the manufacture of candy bases, and it will be found best usually to contract with a confectioner for the manufacture of medicated drops or lozenges. The following hint is taken from "Pharmaceutical Formulas": Dissolve the sugar in half its weight of water (about $\frac{1}{2}$ gallon of water to 8 pounds of sugar being a common proportion) by heating on an open fire, and boil until there is a scum, which remove. Now add the medicaments (excepting the volatile ingredients), carefully and gradually, cover the pan and heat to a temperature of 250 to 255 degrees F. This is what confectioners call the degree of "ball." The slab should by this time be ready to receive the boiling, having been well washed, dried and rubbed very lightly with olive oil. Pour the boiling upon it to a depth of $\frac{1}{8}$ to $\frac{1}{4}$ inch and allow to cool, meantime incorporating the volatile ingredients. When cold score the surface to the required size and break up. It is important not to exceed the temperature 255 degrees F., otherwise the boiling will go into the amorphous condition and become sticky.

A typical formula for a candy cough drop is the following:

Granulated sugar.	lbs. 10
Brown sugar.	lbs. 5
Extract liquorice.	lb. 1
Paregoric.	fl. oz. 4
Tartaric acid.	oz. 1
Powdered ipecac root.	oz. $\frac{1}{2}$
Tinct. tolu.	fl. oz. 1
Oil of anise.	fl. oz. $\frac{1}{2}$
Cream of tartar.	oz. $\frac{1}{2}$
Water.	pints 4

Melt the sugars in the water and bring to a boil. Add the cream of tartar, and continue to boil to the degree of "crack;" incorporate the liquorice and continue the boiling for five minutes more, then pour out on a stone slab and work the remaining ingredients into the mass, finally running the mass through a machine mold cutting it into "drops."

Boiling sugar to the degree of "crack" is not a task to be lightly undertaken by the tyro, as it means continuous boiling at a temperature of 310 to 315 degrees F. until the sugar becomes amorphous; and when a portion is tested by pouring on a cold marble slab the candy is hard, brittle and transparent. To attain this degree of heat the pot must be covered; if it becomes too hot the cover must be removed or slid partly off, and it must be constantly watched lest it boil over. By his manipulation of the fire and the shifting of the pot cover the expert candy maker keeps just the right degree of heat without the aid of a thermometer with the dexterity born of long practice.

Works on Pharmaceutical History.—M. A. L. writes: "Would you please refer me through Queries and Answers to any book or books in English dealing with the history of pharmacy in general and the history of American pharmacy?"

The only work in English on pharmaceutical history in general that occurs to us at the moment is Peters' "Pictorial History of Ancient Pharmacy," in the translation of Dr. William Netter, which is published by G. P. Engelhard, 358 Dearborn street, Chicago, at \$2. A review of the history of pharmacy in the United States is contained in the address of Dr. Fred. Hoffmann, formerly of New York and now of Charlotten-

burg, Berlin, as read at the jubilee meeting of the American Pharmaceutical Association, in Philadelphia, and published in the Proceedings of the association for 1902.

Maretime, a New Antepyrretic.—Barjanski (*Apotheker Zeitung*, 1904, p. 434) describes, under the name of maretime, a preparation which is said to be an antifebrin without any toxic properties, and has been used chiefly in the fever of consumption. It is a methylacetanilid, in which the acetyl group has been replaced by the combination NH-CO-NH.

Correspondence.

The Meaning of the B Sign.

To the Editor:

SIR,—Apropos of your article on the B sign in the AMERICAN DRUGGIST for September 5, it will probably interest you to know that this point has been pretty thoroughly discussed before, and you will find that "Xrayser" wrote about something on which he was not posted. If you have back files of the Chemist and Druggist of London I refer you to the issues of May 30, 1891; June 6, 1891, and July 25, 1891. If you have no such back files, permit me to call your attention to my work on the "Prescription," third edition, page 200, where you will find essentially the matter referred to in connection with the Chemist and Druggist, but with the controversial (and their) side left out.

O. A. WALL.

St. Louis September 16, 1904.

Drug Clerks Are Wanted in California.

To the Editor:

SIR,—In the AMERICAN DRUGGIST for August 8 we find on page 100 an article headed "Too Many Drug Clerks in California."

We note that your information comes from the San Francisco Drug Clerks' Association; in other words, Labor Union No. 142, which is the Drug Clerks' Union, affiliated with the Labor Council of this city, to whose advantage it is to keep out of our State all competent help of any kind.

For your information I will say that there is not a particle of truth in the statements made by this association. We can give you the names of prominent retail druggists in all the large cities who desire clerks at once, and, further, will say that there is no time but what we can use a dozen competent, experienced drug men, and we are anxious to secure the services of that many at the present time, and any clerk who desires a position if he presents himself to Mr. Cosden of the W. B. Riker Company, of New York, or to Mr. Campbell of the Economical Drug Company, of Chicago, and presents his credentials and proves that he is a satisfactory man, they will engage him for us.

We know now where positions are open for 25 good men at salaries ranging from \$75 to \$100 a month and over.

The drug business in California at present is in a very healthy condition and the only handicap the retail druggists have is the miserably incompetent help that is obtainable, and this is practically caused by the actions and influence of the Drug Clerks' Labor Union. Yours very truly,

R. E. MILLER.

SAN FRANCISCO, CAL., August 29, 1904.

More Sesquipedalia.

To the Editor:

SIR,—Speaking of long names, the chemical woods are full of them. Here are samples from the current number of the Journal of the Chemical Society:

Bis-p-chloro-o-nitro benzylidene-p-phenylene-diamine.

β -Hydroxy- β -4-chloro-2-nitrophenylmethyl ketone.

1-Phenyl-4-p-chloro-o-nitrobenzylidene-3-methyl-pyrazolone.

A. B. LYONS.

DETROIT, MICH., August 29, 1904.

Book Reviews.

A TEXT BOOK OF MATERIA MEDICA. Including Laboratory Exercises in the Histological and Chemical Examination of Drugs. For Pharmaceutical and Medical Schools and for Home Study. By Robert A. Hatcher, Ph. G., M. D., Instructor in Pharmacology, Cornell University Medical School, New York; formerly Professor of Materia Medica and Vegetable Histology, Cleveland School of Pharmacy, etc., and Torald Sollmann, M. D., Associate Professor of Pharmacology and Materia Medica in the Medical Department of Western Reserve University, Cleveland, Ohio. Pp. 411. Illustrated. Philadelphia, New York, London. W. B. Saunders & Co., 1904. [Flexible leather, \$2.00.]

One of the authors of this volume has always been a consistent advocate of the laboratory method of studying organic materia medica, and the present volume is largely taken up with an exposition of the methods of studying the cell structure of plants by microscopical and chemical means. This is by far the most valuable portion of the work, what precedes it being made up largely of extracts from the Pharmacopœia. We are sorry to observe that the authors are afflicted with the -ic habit, which leads them to the use of such cacophonies as chemic, histologic, etc. The fad of dropping the final e from the terminations -ide and -ine is also followed by the authors. In other respects the book is calculated to serve an admirable purpose in leading to systematic methods of studying the morphology and histology of plants. It is convenient in size and easy to handle, being a small octavo in flexible covers.

A TEXT BOOK OF ALKALOIDAL THERAPEUTICS. Being a condensed Resumé of All Available Literature on the Subject of the Active Principles, Added to the Personal Experience of the Authors. By W. F. Waugh, M. D., and W. C. Abbott, M. D., with the collaboration of E. M. Epstein, M. D., Chicago. The Clinic Publishing Company, 1904. Pp. 405. [Price, \$5.00.]

The appearance of this volume bears testimony to the constantly increasing number of physicians who are followers of the alkaloidal idea and aim to substitute the active principles of drugs for the less exact galenic preparations. The subject of alkaloidal therapeutics has heretofore received scant attention in medical literature, but if Drs. Waugh, Abbott and Epstein have their way a literature will soon be collected of rich and helpful volume, well calculated to convert therapeutic pessimists to a full belief in the virtues of drug medication. In the volume before us about 150 different remedies are discussed and among these are all the important alkaloids and also the concentrations, resinoids and other preparations which may be conveniently included under the general title of active principles. The source and constitution of the different remedies are described with great thoroughness, while the conditions of the system in which their use is indicated are described and the action of the remedies fully detailed. The practical character of the volume is enhanced by the insertion of interleaved blank pages for the convenience of physicians who desire to record their own experiences. The book would make a valuable addition to the pharmacist's library, as it contains a large amount of needed information regarding the source and constitution of the drugs which are used by physicians of the eclectic school.

APPLETONS' MEDICAL DICTIONARY. An Illustrated Dictionary of Medicine and Allied Subjects, in Which Are Given the Derivation, Accentuation and Definition of Terms Used Throughout the Entire Field of Medical Science. Edited by Frank P. Foster, M. D., Editor *The New York Medical Journal* and *Philadelphia Medical Journal*, of "A Reference Book of Practical Therapeutics," and of Foster's Illustrated Encyclopædic Medical Dictionary. New York and London. D. Appleton & Co., 1904. [Price, half leather, \$10.00; with thumb index, \$11.00.]

Recently, in discussing with a friend the possible value of a medical dictionary to pharmacists the question was raised as to whether the pharmacist had any real need for a dictionary for either medical or pharmaceutical terms; and the point seemed at first to be well taken; for surely, the pharmacist who keeps well abreast with the progress of science has small need for works of reference such as dictionaries, which are supposed to define the meanings of medical and pharma-

ceutical terms as used by medical and pharmaceutical writers and understood of physicians and pharmacists. When, however, we come to consider the enormous output of medical and pharmaceutical literature that is constantly being urged upon the attention of students and practitioners and the many new terms that are constantly coming into use, the need of a dictionary such as the one before us will be readily apparent.

As the dean of the medical editors of this country, Dr. Frank P. Foster holds an honored place, and his confrères in the medical profession are quick to recognize and honor his accomplished scholarship, which makes him easily first among medical lexicographers. His *Encyclopædic Dictionary*, in four volumes, which the present work replaces to some extent, was a great undertaking, worthily executed, and despite its increasing age is still the standard work of its kind. This new one volume edition, entitled *Appletons' Medical Dictionary*, is a work which we can unhesitatingly recommend to pharmacists, for its treatment of pharmaceutical terms is at once thorough, exact and in accordance with the latest pharmacopœial nomenclature.

To one who has suffered from the vagaries of faddists aspiring to be lexicographers it is truly refreshing to note in this work that the editor has not been led away by such new fads in orthography as dispensing with the final *e* in the terminations *-ine* and *-ide*, the suppression of diphthongs, or the substitution of the termination *-ic* for *-ical*, notwithstanding the great temptation to which he has been subjected by young writers, as well as by recent dictionary makers old enough to know better.

Dr. Foster has yielded to a modern tendency to the extent of indicating alkaloidal substances of proprietary origin, which the makers spell without the final *e*, by adding the *e* and inclosing it within parenthesis marks, the German proprietary synthetic compound of morphine being spelled in this way, *i. e.*, heroin(e). Other forms which have been sufficiently used and recognized to warrant a place in a dictionary of medical and pharmaceutical terms are not excluded, even though they might once have been properly described as fads in spelling. Considerable space has been given to definitions of new remedies and the products of medicinal plants such as alkaloids, barks, gums and oils are treated in their proper vocabulary order.

In *Appletons' Medical Dictionary* we have found the definitions unusually full and accurate for a work of its kind and have already utilized it to advantage in editorial work, one of our recent answers to a query being based upon information contained in it regarding one of the various staining fluids used in bacteriological work, the composition of which is concisely stated under the term *Stain*. Considering the bulkiness of the volume, the publishers have executed their work well, the book being clearly printed in readable type on good paper and bound in a substantial and durable manner.

Arsylin and Protlylin.—Schaerdes (*Pharmaceutische Centralhalle*, September 1, 1904) contributes new data to our knowledge of the new compounds known as protlylin and arsylin. Protlylin is closely related to the nucleins, on account of its phosphorus content, but it is much more easily absorbed than the nuclein and possesses a very marked nutritive power. Although the same may be said of lecithin, yet comparative tests prove that much more decisive effects may be obtained by the feeding of animals with protlylin.

A great advantage, also, is the fact that combinations of iodine, bromine, iron, etc., may be readily prepared with these phosphorus-proteid compounds. At the suggestion of Koehler of Berne a compound of protlylin with arsenic has been prepared, and this new compound is highly valued on account of its great tonic properties and its nutritive qualities. The arsenic compound is called arsylin and contains 0.1 per cent. of arsenic and 2.6 per cent. phosphorus. It is yellowish-white, odorless and of a mild acid taste. It is easily absorbed and digested. The dose is 1 Gm., which contains 0.001 Gm. of arsenic, and the daily amount to be given is from 3 to 4 Gm. It is used wherever arsenic is indicated, especially in chronic malaria, debility, etc.

BUSINESS BUILDING

By W. A. DAWSON

Under this head will appear suggestions and plans for increasing trade, advertising experiences, information, and notes of interest useful to the pharmacist in the preparation of his advertising matter. Specimens of current advertising will be reproduced, with suggestive analysis and criticism, and queries relative to advertising matters will be answered. To avoid delay address communications to the Department of Business Building, AMERICAN DRUGGIST, 66 West Broadway, N. Y.

AURA CALIDA.

Doth a wise man utter vain knowledge and fill his belly with the east wind? Shall he weary himself with unprofitable talk and utter that which can do no good?

The more one studies advertising the more one wonders at the vagaries of advertisers—their queer concepts of the nature and aims of it. The roundabout ways by which they approach it and the devious and eccentric manner in which they pursue it is astonishing; while the foolish and reckless way in which the average advertiser squanders money on it is oftentimes discouraging.

All this is the result of sheer ignorance of the subject; of what advertising is; of what it will do, and of how and why it does it.

Advertising is but a plain, simple business proposition; as simple a matter as keeping your books, or filing your bills, or keeping track of your cash, or keeping up the stock.

If ignorant of even the rudiments of bookkeeping, your business accounts would be in mighty bad shape, wouldn't they? And though thoroughly versed in the theory and practice of bookkeeping, if you used no system in your work, your books would still be in bad shape, would they not?

It is just the same with your advertising, and just as much a detail of your business.

You do not need to know so much of the theory and practice of accounting as a chartered accountant, but you *should* know enough of it to enable you to keep the books of your business in "a proper and workmanlike manner."

Nor do you need so great a knowledge of advertising as the director of advertising in a big department store; but you do need a clear comprehension of the basic principles of the art and a sufficient knowledge of its workings to use it for the betterment of your business.

Bookkeeping is not doing fine engrossing, nor doing ledger heads in fancy lettering, nor trying the "effect" of all sorts of colored inks, nor making funny sketches on the corner of a page, nor putting curious twists on a customer's name or an entered item: it's a purely business matter; an important detail of your business, to be done soberly, thoughtfully, systematically and with painstaking care to have it perfectly correct in form and detail.

Likewise, advertising does not consist of doing stunts with type, ink and paper. It is simply a method of soliciting trade—a written message sent broadcast among people of a locality, or of a class, whose patronage you desire; and, also, to those who are already your customers and may be induced to buy more.

Now, here is a plain business proposition, a purely business problem, to be solved in a business way. There is nothing queer about it, there's nothing funny about it, there's nothing complicated about it—it's just business.

"A pharmacist wishes to reach certain people with a business talk, or a series of talks."

"What is the best means of getting his message to these people?"

"What shall he say and in what form shall he say it?"

That is his whole advertising problem.

There is nothing abstruse about this, nothing esoteric, nor complicated.

It is easily solved with the aid of some little knowledge of advertising, of business methods with system and common sense.

Advertising is not magic, whose mysteries are only known to certain adepts yclept "experts" who have but to write an incantation, bid you perform certain ceremonies, then lay back and watch the crowds rush in and fairly force their money on you.

Advertising won't do you any permanent good unless you have something better than the ordinary to offer. It won't build up a big business for a "small" man, nor a fine trade for a shiftless storekeeper, nor solid trade for a tricky tradesman.

But if you are a fairly good business man, know your business well, and like it, well enough to do things a little better than the average, to keep a little bit ahead of your competitors, stock a little bit better grade of goods than seems necessary, take a little more pains with customers than they deserve or than their trade seems really worth, make your promises a little bit less than their fulfillment; why, then, you will find in advertising a power that will enable you to distance your competitors with the speed of a red devil wagon running away from a wheelbarrow.

"INKITIS."

Peculiar Effect of P. I. upon Advers.

The greatest thing in the world is ink: greatest of man-created things. Insignificant it seems as it flows from pen and press in millions, billions, trillions uncountable of tiny streams; but it is the vehicle of human energy, the energizing force of the modern world and the director of that energy; the fertilizer of mind, making it possible for ten thousand minds to work for the advancement of all, where but one worked before.

There seems to have been no investigation made nor any hypothesis constructed that accounts for some of the peculiar alienating effects that printers' ink has upon the human mind. The commonest is the curious auto-intoxication that is often observed following upon the thought suggestion that comes to the mind when the patient sits down to write some simple advertising statement to be reproduced in printers' ink. The mere thought of the latter causes complete mental metamorphosis. The mind of the man whose talk is "all business" becomes as that of the schoolboy who takes his pen in hand to write his first composition. The quiet, sedate and dignified man begins to prance and caper and work off hoary-headed jokes in clumsy imitation of the veriest clown. He whose speech was so clear and straight to the point writes as one in a state of much muddle, but very dignified inebriety, and then closes without getting within hailing distance of the point; and so on, ad infinitum, the controlling idea seeming to be the thought that they must turn their minds inside out while writing advertising matter, that such writing must be something as different as possible from their usual style of expression, that they must completely disguise their personality.

It is thought that the author of "Mr. Hekyll and Dr. Jyde" had in mind this well-known fact when he wrote that hackneyed melodramatic comedy and only changed the original version at the solicitation of his stage manager, who convinced him that there must be some *visible* cause for the change, that no audience would regard seriously either a smell or an hypnotic suggestion, "because they couldn't see 'em." As a compromise Jyde was made to swallow the ink relabeled "elixir."

Non-Dividend Paying Advertising.

Having delivered our opinions in the case, we now offer in evidence thereof a certain document marked

"EXHIBIT A."

This is a booklet of eight white pages measuring about 5 x 7 inches, with a lurid cover that we will call purple. We shall call it "Jones's Purple Book," because we "ain't goin' to name no names, n'r hurt no one's feelin's."

It is obvious that Jones is proud of this little brochure, now that the deed is done, but we see in it the fine "Italian" hand and imprint of a certain "—— Press"—we'll wager the words

"Art Printers," or the equivalent thereof, can be found on their stationery; we think it assumes that the latter were accessories before the fact.

The front cover of the booklet reads:

JONES' PURPLE BOOK

Vol. I. August, 1904. No. 1.

Published every little while
by the

Jno. J. Jones Pharmacy, Jonesville.

On each side of this matter is a stock ornament of a "cat-tail," growing in a flower pot, reaching nearly from bottom to top of page; the same bulrush, without the pot, appears on the outer margin of each inside page. The back and both inside pages of the purple cover are unsullied by ink.

Page 1 contains an "Introduction"; pages 2 and 3 "The Care of the Hair" and an old joke; at page 6 the afflatus flattened out and a "Cut Prices" list was run in as a "filler"; page 7 still flatter, three stale jokes are pried out of "Judge" to save the "make-up." A half-page soda ad. on page 8 was spaced out to fill the page and the Purple Book went to press, Jones, no doubt, heaving a sigh of relief over the ending of his herculean labors.

Of course, there's nothing to prevent Jones blowing in his money on an eight-page booklet, or sixteen pages, and fill them with hot air or leave 'em blank, as he likes, either for his personal amusement or the delectation of his friends and admirers; but, really, he shouldn't speak of it as *advertising*: it's sinful!

Advertising is printed salesman's talk, business talk that will sell goods or lead up to selling them. I'll bet that the traveling salesmen that Jones likes best and buys most goods from are not those who talk drivel instead of business; not the tellers of stale jokes, not the jolliers, nor the smart alecks, nor the hot air engines—but the plain talking, clear thinking fellows who know their goods, their prices, the state of general trade and markets, and are "all business;" the kind that you can sit down and talk with for an hour or two and be so deeply interested that it seems but a few minutes, and who won't say a word outside of trade matters in all that time; the kind who tell you things you want to know, things that you are glad to know, things that are helpful to you in your business—in buying, selling, or saving.

Yet Jones and his ilk when he talks to HIS customers takes an ounce of information and dilutes it with ten gallons of "guff," making about as palatable a mess as whale oil and sulphur. One of the ingredients of this concoction is the time-worn tale of the green Irishman who saw the two fire engines go by spouting fire in the night and yells: "They're movin' Hades; two loads just gone by;" and he vulgarly speaks of the housewife as "the boss lady" of the home.

Advertising that is intended for clean American homes cannot be too carefully edited.

The cause of this sort of stuff is a wrong conception of what advertising is. Jones wrongly assumes that people are not interested in drugs and will not read shop talk; that he must attract their attention and keep them good natured with prance and grimace, witty exaggeration and cute sayings. He is the one man in all the world who does not know what dreary drivel the reader finds it. When a man hasn't anything to say or don't know what to say, why publish an eight-page booklet to say it in?

We give a few selections, showing how Jones says it:

INTRODUCTION.

On this my first appearance, allow me to introduce myself and make my graceful bow to the ever indulgent public.

Do not cast me aside. I beg, without a hearing. Within my pages you will find much to interest the most disinterested person, and should you peruse my contents and find naught to commend . . .

File me away, then, and when you need information as to drugs, toilet articles, household necessities or anything which should be carried or known in a first-class, up-to-date drug store you will find me a willing guide and an infallible informer as to where, how and when to make, cure and take in hand the difficulty with which your soul is perplexed.

Who is there in this vale of tears, and who, on account of their continued residence in the aforesaid valley of lachrymose moisture, uses drugs and medicines.

The Trade Outlook.

STATEMENTS BY LEADING WHOLESALE DRUG FIRMS SHOW PROSPEROUS TRADE CONDITIONS.

In response to inquiries by mail the AMERICAN DRUGGIST has been favored by the leading wholesale druggists, by retailers doing a wholesale business, and by drug and chemical manufacturers with statements relative to the present condition of trade and the outlook for the fall and winter seasons. Replies have been received from nearly every section of the country, and their volume furnishes a pleasing indication of the interest which the inquiries have aroused. The almost complete unanimity of expression regarding the improvement in business conditions is striking. The dominant note is one of satisfaction with present conditions and the future outlook. Prosperity reigns North, South, East and West, and never before in a Presidential election year has trade been less affected by the progress of a political campaign. In the West and Southwest particularly a general improvement in business has developed within the past few months, and commercial conditions are most encouraging. Crops in most sections of the country have been more abundant than in previous years, and with wheat and other grains commanding higher prices, the farming community are living in an era of prosperity. An epitome of the reports made to us might read: The condition of business was never better; crops are abundant, orders are numerous, and the outlook is for a much increased volume of trade in all departments of business.

The reports which follow are, it will be perceived, from the leaders in the trade, and a careful perusal of them is commended to every reader who would make himself acquainted with actual trade conditions or who seeks data to make a forecast of the future prospect.

The Eastern States.

LEHN & FINK, NEW YORK.

The trade outlook for the coming season in decidedly promising. The usual summer lethargy has disappeared and a healthy business condition now prevails. The present firm market on many staples, etc., must be taken as an evidence that the demand for goods will be at least as active as in former seasons; in fact, an increase in volume of business is confidently looked for.

MEBCK & CO., NEW YORK.

The condition of trade in general in the recent past has been highly satisfactory and it continues so at the present time. We ascribe this condition to the general stability of things economical, industrial and financial. The outlook for the continuance of steady purpose and stable policy in federal affairs promises the continuance of favorable trade conditions. Trade in isolated branches will have its periods of depression, even under normal conditions; but widespread depression only results from general disturbances, due to violent changes requiring a readjustment of trade affairs to the altered conditions. As there seems at present to be no danger of radical changes in broad policies of the Government we can look forward hopefully to the future continuance of material prosperity.

FAIRCHILD BROS. & FOSTER, NEW YORK.

Our business has been most satisfactory this year, particularly during the last few months. Our orders are well distributed all over the country, and our collections are at least as good as usual. Feeling sure of at least fair crops, we look forward to a busy fall and winter, and we believe that there will be less disturbance in the general business of this country than usually prevails during the Presidential campaign.

EIMER & AMEND, NEW YORK.

Trade is improving and we are looking for a further increase. Advancing prices, due to scarcity of drugs, herbs, etc., at primary sources, tend to make buyers uncertain as to supplying their future wants, and as such purchases show actual need, we think such conditions indicative of the true situation. On the whole we are very well satisfied and believe that the future will justify our most sanguine expectations.

GEORGE LUEDERS & CO., NEW YORK.

We believe in a good business before us, particularly for the reason that high prices are obtained by the farmers for their products. A very large amount of money, figuring into hundreds of millions, have come to this country in payment of the much higher prices obtained for cotton and wheat, and we certainly feel that this will have an influence on the general business. Notwithstanding this being election year, and more particularly the many strikes which we have had to put up with in different parts of the country, the trade has been very good in all directions and with all the different industries with which we are dealing.

MATZ & COHEN, NEW YORK.

In our opinion the prospects for a resumption of business activity in the near future are very promising. The pre-election lull experienced at present in every part of the country is, in our judgment, but temporary, and when, with whatever result, the contest is over, and with it the termination of a great part of the labor troubles, which happen to flourish on the eve of a national election, we cannot but again witness the wheels of Uncle Sam's machinery running to their utmost capacity, with an increased and uninterrupted activity, for some years at least, in every branch of industry and commerce.

GERITY BROTHERS, ELMIRA, N. Y.

We can report fair trade, with some signs of improvement, as farmers' summer work draws to a close; they have had fair crops. Customers look for good fall business considering it is Presidential year.

THEODORE MERRITT'S SONS, NEWBURGH, N. Y.

Prospects for a good fall and winter business in our section seems good. The summer season has proved better than any of the previous years on account of the boarding districts having completed a most prosperous season.

M'MONAGLE & ROGERS, MIDDLETOWN, N. Y.

Those closest in touch with the retail drug trade report only a fair volume of business, without any signs of prospective betterment. The continued tendency toward loss of trade through department stores and other competitors, who seem able to handle certain lines in larger volume and at lower price than the retail druggist is able to, the shrinkage of prescription business and other causes mean a lesser volume of business and smaller profits, while the expenses of conducting the retail drug business are constantly increasing. As a profession, pharmacy is surely taking a higher plane; as a commercial calling, it is not growing in desirability. "Survival of the fittest" seems the most that can be hoped for from the future.

ALBANY CHEMICAL COMPANY, ALBANY, N. Y.

Answering your inquiry as to present condition of business and prospect for the future, will say that we find business satisfactory, notwithstanding the impending Presidential election. With good crops and the election over, we anticipate a very good business to the close of the year.

CHARLES HUBBARD, SON & CO., SYRACUSE, N. Y.

We are glad to state that business in this locality is fully up to the average, and prospects seem flattering for the coming months. The usual unfavorable conditions incident to the Presidential year seem not to obtain, and the general feeling is one of confidence in the future. While there is a constant reduction of profit, collections are very satisfactory as a whole and the losses down to a minimum.

THE WELCH GRAPE JUICE COMPANY, WESTFIELD, N. Y.

While, no doubt, there has been a depression in business, by special effort we have had the usual increase in our sales. The remarkably cool summer has made it hard for all soft drinks. We see nothing discouraging in the future.

THE GLEASON GRAPE JUICE COMPANY, FREDONIA, N. Y.

The demand for our products has been greater the past season than at any time heretofore. We believe, however, that this in our case is due largely to the pure food agitation, in connection with the fact that our goods are sold on a money guarantee of purity. The past season has been very cold and unfavorable for fruit juices, and we do not believe, as a rule, that the trade on fruit juices has been more than fair. We anticipate, however, a very good season next year, and if the weather is favorable we anticipate a larger sale of our products than any one year heretofore.

THE SAMUEL FELT COMPANY, WATERTOWN, N. Y.

Our trade was never better; in fact, is on the increase and has been for the past year. We see no reason why it should not continue to increase, as all business in this section is good.

C. B. SMITH & CO., NEWARK, N. J.

Trade in and around Newark was ahead of last year to June 1. During June and July it seemed to fall off some. Since August 1 it has gradually been picking up again, and this month will be, with August, a good one. The August and September months generally show the trend of business for the last three of the year, and the outlook is very encouraging indeed.

THE BURLINGAME & DARBY COMPANY, NORTH ADAMS, MASS.

While we are suffering from a temporary depression, due to industrial dullness, we are hopeful that with the new cotton crop there will be an improvement in our textile industries that will brighten up general trade.

BURLINGTON DRUG COMPANY, BURLINGTON, VT.

We are pleased to state that the trade conditions in Vermont at present seem to be very satisfactory. While we have some large manufacturing industries in the State, we depend mostly for the support of trade upon the farmers. Vermont has been favored this year by having had early in the season an abundant amount of maple sugar, and the farmers have been particularly favored in raising all products for different markets. Collections compare favorably with former years, and we feel that the outlook for business is good.

SMITH, KLINE & FRENCH COMPANY, PHILADELPHIA.

Our impression is that with the exception of the slight slump in the volume of business during the months of May, June and July, the year 1904 will be quite equal in sales to that of last year, which, perhaps, was high water mark during the present era of prosperity. We regard the present condition of the drug trade as quite satisfactory, and the general business of the country, considering that we are passing through the Presidential year, as more than usually prosperous.

H. K. MULFORD COMPANY, PHILADELPHIA.

It affords us pleasure to state that the summer has been an exceedingly active one and the fall promises to be a record breaker. Local conditions have considerable influence on these conditions, but taking the country as a whole, the outlook is very encouraging. While the labor question has had considerable effect on business in the cities where these troubles have been mostly confined, the general condition of business throughout the country is in very satisfactory condition.

SHOEMAKER & BUSCH, PHILADELPHIA.

In my opinion general trade conditions are decidedly better to-day than they were one year ago. This is the case not only with the wholesale drug trade, but likewise with business generally. The excellent crops of last year were no doubt the main cause of the comparative degree of prosperity which has existed since, and while the crop prospects on the whole are not as favorable this year, prices will average much higher, and this will, no doubt, accomplish the same result. It is always well for every business man to be cautious and conservative, but at present I do not know of any particular cause for alarm in the near future for either the wholesale or retail druggist.

DR. GEO. ROSS & CO., LEBANON, PA.

We are not among the leading wholesale druggists in the United States, but are small jobbers and retailers, having a limited trade only, so that any expression from us as to the conditions and prospects of trade would be valueless. We will state, however, that during the month of August trade was very much off, but since September 1 there has been considerable increase, and prospects seem much brighter. The publication of letters and editorial analysis of the conditions of trade, such as you contemplate, will, no doubt, be very valuable.

J. T. BRADY, HONESDALE, PA.

In the limited territory which we cover trade conditions have been fairly satisfactory; collections, as a whole, are fairly good; crop conditions very good, and therefore the outlook for fall and winter trade good.

MOYER BROS., BLOOMSBURG, PA.

The drug trade in this vicinity, covering about nine counties within a radius of 50 miles of this city, has been unusually good this year, about 20 per cent. in excess of last year; collections fairly good; cash discounts more frequently taken; buyers careful; nothing speculative; buying only for immediate needs; staples always preferred. We see no reason why the fall and winter trade should not exceed that of last year. Crops unusually good, with prices largely in excess of last year. Farmers lenders, rather than borrowers. All manufacturing industries running full time and paying big wages. Mechanics employed full time, and ordinary laborers scarce.

The Middle States.

THE WALDING, KINNAN & MARVIN COMPANY, TOLEDO, OHIO.

We think the general situation for the fall drug business is fair. During the summer months there has been something of a falling off in business, and collections have not been as good as a year ago. Business seems to be looking up now, and collections are better.

THE KAUFFMAN-LATTIMER COMPANY, COLUMBUS, OHIO.

The first five months of 1904 we enjoyed the largest business in the wholesale drug line that we have ever had in our 24 years' experience. June and July fell considerably below the average, but August was again heavy, being quite a large increase over last year in August. The prospects shown so far in September are for unusual trade, and we are looking for a heavy business the balance of this year. The crops through this section have been abundant, and we have the promise of as good an average year as we have ever had.

PARKE, DAVIS & CO., DETROIT.

The inclosed copy of a short article on page 5229 of the World's Work for September hits off admirably my own idea of present and prospective conditions in the business world. While for many years we have recorded each month an increase in our business as compared with our total sales during the corresponding month of the previous year, we found it less easy to effect such an increase during June and July, and our gains were somewhat below the normal monthly average. August, however, exhibited a vast improvement over June and July. The tone of the drug market was audibly better and stronger. I consider fine the present outlook for September and the remaining months of 1904, and I am convinced that as soon as the President is elected the country will take a "fresh start" and show all the signs, desirable and undesirable, of a boom year. Of course the drug business is an uncommonly stable, equable business. It is less depressed by panics and less stimulated by general prosperity than perhaps any other.

If people are sick they must have medicine. If they are "flush" they won't buy drugs simply because they have plenty of money. Medicines are no luxuries. At the same time fluctuations in general trade conditions undoubtedly affect the drug business, though more slowly and less conspicuously than trade in general merchandise.

THE MICHIGAN DRUG COMPANY, DETROIT.

The present state of trade is most excellent, and up to writing sales have been very gratifying. We can see no reason why the outlook for the coming season, both this fall and next spring, should not be good. Although crops in this section are not equal to the crops in the West, yet the better prices obtained in many cases bring them up to the usual average. We hear no complaints in the interior of Michigan, where our drug trade practically lies; in fact, in personal conversation, the trade report prospects good, and believe there is no reason why fall trade should not be up to or better than the average, notwithstanding the Presidential year. In our perfume and specialty departments, which extend all over the United States, we show a most gratifying increase, approximately between 40 and 50 per cent. As perfumes are a luxury, we consider the showing a most extraordinary one, especially in the face of the coming Presidential campaign.

FREDERICK STEARNS & CO., DETROIT.

If the reports of our travelers may be taken as an index, the year's business as a whole should average up with the best. From some sections there has come complaint, such as the blighting effects of the boll weevil in Texas; but this is a local condition, and our experience to date would indicate that a Presidential year has not affected drug interests materially. The outlook is much brighter now than predictions earlier in the season seemed to warrant, and the bugaboo of a political campaign's influencing the year's business has at least been dissipated. The history of the drug business is either "feast or famine," and while the public health has much to do with the measure of it either way, yet because Wall Street has a case of chills and fever it does not follow that the country at large is suffering from malaria. We feel that we have reason to congratulate ourselves on the results so far, and the future looks encouraging for a continuance of good business.

PECK BROTHERS, GRAND RAPIDS, MICH.

The general conditions of trade in our vicinity are good. Our farmers are in excellent condition and are probably more nearly out of debt this year than ever before. Our business and our leading industry, furniture, is not quite up to the volume of former years, particularly in the higher priced goods, but the general conditions are good and the outlook for the fall and winter season is excellent.

DANIEL STEWART COMPANY, INDIANAPOLIS.

In our opinion the outlook for business is better than it was 12 months ago. During the early part of 1904 retail dealers bought very conservatively, and their sales were not up to the standard. This in turn affected the jobbing trade, but during the past few months a much better feeling has prevailed. With a good corn crop practically assured, all other crops (except wheat) excellent, live stock prices good, and the manufacturing industries throughout this territory in much better condition than last season, there is every indication that the coming year will be a prosperous one.

WARD BROS. DRUG COMPANY, INDIANAPOLIS.

The outlook for trade in this section is at present quite satisfactory, having materially improved during the last 30 days. The drought during the summer months having been relieved by abundant rains early in August, the farmers are assured of abundant crops and the outlook so far as we can see is fully as favorable as last year at this time.

CHARLES LEICH & CO., EVANSVILLE, IND.

We find that in this section there is a very fair increase in business over last year. Our business is altogether in an agricultural territory, which has probably not been affected by the depression during the past year in manufacturing lines. The farming community is more prosperous than ever before, and we find that the demand is steadily toward a higher quality of goods in the druggists' sundry and holiday lines. We consider the prospects for the fall and winter seasons very promising. There may be a few spots where crops were somewhat damaged, but, on the whole, see no reason for complaint. Collections are fully up to the average.

E. H. BINDLEY & CO., TERRE HAUTE, IND.

The present outlook of trade is very favorable. Our business for this year up to the present time has been satisfactory. Crops in our locality are fair, and should the weather remain favorable our corn crop will almost be up to the average. We do not look upon the future with distrust and expect an average trade for the coming season.

The South.

MEYER BROTHERS DRUG COMPANY, SAINT LOUIS, MO.

The general business in the drug line was not up to the usual standard for June and July, but in the middle of August we noticed a change for the better, and there has been a steady increase in business up to the present writing. In fact every day since September 1 has shown an increase in the business over the corresponding period of 1903, and we believe that should no unforeseen events occur the volume of trade for 1904 will exceed 1903 in our line of business and territory.

M'CORMICK & CO., BALTIMORE.

Baltimore, despite the destruction wrought by the great fire of last February, is still in business. The present season has brought more buyers to Baltimore than ever before. The millions of dollars being spent in rebuilding operations and municipal improvements stimulates all lines of business; improved railroad facilities to the South and West is an important factor. The example of enterprise shown by Baltimore has earned the admiration of intelligent buyers, who realize that Baltimore is in possession of natural facilities which enables our merchants to give the best goods for the money. Everything points to increased business from North, South and West.

POWERS-TAYLOR DRUG COMPANY, RICHMOND, VA.

We are more than gratified to state that business has been on a much larger scale this year than any year in the history of the concern. The general outlook is bright. The South is in a flourishing condition and payments have been very satisfactory. Presidential election years are generally considered off years, so far as business is concerned, but it has not been the case this year. We do not think the increase in business has been confined entirely to jobbing drug business, but has been general in other lines.

JAS. WOOD & SON, MAYSVILLE, KY.

Trade is very good and the outlook is fine, as crops have been good in this section.

ROBINSON-PETTET COMPANY, LOUISVILLE, KY.

We take pleasure in stating that the wholesale drug business has been excellent this year. The falling off in business which we naturally look for in Presidential years is not yet apparent. Conditions in the territory in which we do business are prosperous, and crop expectations are such as will, in our opinion, insure a prosperous fall and winter trade.

CHAPMAN, WHITE, LYONS COMPANY, KNOXVILLE, TENN.

Trade in this section of the South has in the last few months felt slightly the effect of the business depression in other parts of the country. However, the prospects are excellent for good crops. All the laborers are busy, and no uneasiness is felt as to the outcome of the Presidential election. The merchants believe there will be no depression of any kind, and are buying more freely. On the whole, the prospects are good for an increased volume of business this fall.

LILLYBECK DRUG COMPANY, MEMPHIS, TENN.

We never knew a time when the conditions for doing business have been better. As you are probably aware, we have to depend a great deal on the crops in this part of the country, and from what we learn the crops, as a whole, have been better this year than they have been in a long time. Prices on cotton are also high, and we feel that there will be a great deal of business done in this section this fall. Business is good now, and the only drawback in this section is the fact that collections are very poor during the summer months, and that we have to wait for same until cotton begins to come to market. From reports that we have had we understand that conditions are equally as good all over the South.

GOLDSBORO DRUG COMPANY, GOLDSBORO, N. C.

Trade conditions in this section of North Carolina are fully equal to last year, and the prospects for future months are good. All things considered, so far as we can see, the condition of trade at this time is entirely satisfactory.

THE L. RICHARDSON DRUG COMPANY, GREENSBORO, N. C.

The wholesale drug business in North Carolina seems to be growing steadily, and trade for the present year has been one of much larger volume than the previous years. The increased manufacturing industries of the State and the universally good crops over the entire State would point to a still larger trade for the remainder of the year. There is, however, much competition and cutting of prices by jobbers outside of the State, who are anxious to hold their old trade, but freight is against them and in favor of the local jobbers. When these carry the stock and make the prices the same, they are preferred by the majority of our North Carolina retailers, and we have no complaint as to the volume of business.

W. H. KING DRUG COMPANY, RALEIGH, N. C.

With reference to the state of trade in this section, we wish to say that this year has so far been a record breaker for us. In view of the general prosperity in the Southern States, we think this is doubtless true of other jobbers in this part of the country. In the territory covered by us there is a satisfaction with present conditions and a quiet confidence in the future that is, indeed, highly pleasing.

THE MURRAY DRUG COMPANY, COLUMBIA, S. C.

The condition of business in our part of the country was never better. We have good crops and plenty of business, and we look forward to one of the best years we have had.

CRUTCHFIELD-TOLLESON COMPANY, SPARTANBURG, S. C.

We think the outlook for business in the South Atlantic States for the coming fall season is very good. While the cotton crop is not going to be as large as was at first expected, we think that with the present prices business throughout the South Atlantic States ought to be very good indeed this fall.

CHARLESTON DRUG MFG. COMPANY, CHARLESTON, S. C.

It affords us pleasure to state that our business has been good for the past 90 days, and prospects are bright for a healthy condition of affairs this fall, both in regard to good business, as well as collections. Our business this year will considerably exceed the amount of business we did during the previous 12 months.

CURRY-ARRINGTON COMPANY, ROME, GA.

We are pleased to state that business is satisfactory. Crops in our territory are better than usual. We look for increased sales this fall.

AUGUSTA DRUG COMPANY, AUGUSTA, GA.

Trade conditions in our territory are good. We have had so far the best trade in some years, and we think the outlook is good. We do not think the cotton crop will be as large as some people think, but the market is good, and we think everything looks favorable for a good fall business.

MAYO & WEAVER, COLUMBUS, MISS.

The outlook for this immediate section is very flattering. Several jobbing houses in other lines have met with most favorable reception, and we feel confident that the splendid cash in-

crease during the year will culminate in a record breaking season. Cotton has been sadly cut off, but our section is almost self supporting, and cotton has become a surplus crop.

QUIN-SHARPE DRUG COMPANY, VICKSBURG, MISS.

The trade in this section has been very quiet up to September 1, but we find an increase from that date which is very encouraging. The outlook in this section is very good for the coming season, and while the cotton crop has deteriorated to some extent, yet the price of same is good and we feel will add very materially to business.

C. J. LINCOLN COMPANY, LITTLE ROCK, ARK.

Your inquiry as to the present state of trade and the outlook for the future for the coming season has been received. We would advise that business has been generally good all summer, with very satisfactory collections, and the trade generally report a satisfactory increase over the corresponding months of last year. Our cotton crop for this season will probably be as large as last season, perhaps a little shorter. The bottom crops are not good, owing to an overflow, but the hills are better than other years. Prospects for fall and spring trade are very good, owing to satisfactory prices assured on the growing crop. Corn, potatoes and fruit have shown a big yield and we look for a largely increased business.

HOUSTON DRUG COMPANY, HOUSTON, TEXAS.

Trade conditions in this section are generally very satisfactory. The farmers, as a rule, are out of debt, and many of them have good bank accounts. We have made abundant crops of corn two years in succession, and although our cotton crop has been seriously curtailed by the boll weevil and other disasters, we realized a good price for what was made, and the outlook for the future is very promising, we think.

THE WADSWORTH-CAMERON COMPANY, FT. WORTH, TEXAS.

Fall business has opened early, with more promise than usual. The cotton crop, which is the principal source of money for this section, is below the average, but is bringing a fair price for the season, and we think collections will be good. Everything indicates a considerable degree of prosperity and cheerfulness among the drug trade.

The West.

FULLER & FULLER COMPANY, CHICAGO.

It is noticeable that there is less interruption to the regular course of business this year than any Presidential year for several decades. Undoubtedly the very successful management of our diplomatic relations by the eminent Secretary of State has done much to strengthen the present administration with the thoughtful people of our country. This has a more important bearing on conditions of trade than at first is apprehended, but will be readily unfolded as one analyzes the situation, and is, therefore, an important element in producing these conditions. An undertone of growing confidence on the part of merchants generally has been very noticeable during the past month, and a feeling is gradually developing which is conservatively optimistic. The volume of trade shows a notable increase, collections are good, and we see no good reason why the fall and winter should not experience a satisfactory condition in all legitimate business interests.

ALDO SOMMER'S DRUG COMPANY, QUINCY, ILL.

We are pleased to say that while the wholesale drug trade has not been as good during the past eight months as during the same period in 1903, we find a vast improvement for the first half of September, and believe the prospect excellent for a good trade the balance of the year. Country stocks have been reduced and with a good corn crop assured and prices for all country products high, we believe the prospects for the next year exceptionally good.

NOYES BROS. & CUTLER, ST. PAUL, MINN.

Trade, which has been dull during the summer, especially in July and August, is very rapidly increasing, and is fully up to the average of last year at this time. As a rule collections are good throughout the Northwest and the general condition of trade is very satisfactory. If the high price of wheat is maintained, the promise for the immediate future of the Northwest is very bright. There is some unprincipled cutting of prices and terms, but we are inclined to think that the Northwest in this respect is in better condition than some other parts of the country. We think that the greatest danger to the wholesale trade at present is that some burdensome and unnecessary restrictions on sales of proprietary goods may be demanded of manufacturers and wholesalers, which are neither in their interests, nor, indeed, in those of the retail druggists.

T. H. SPENCE DRUG COMPANY, LA CROSSE, WIS.

Trade conditions in territory contiguous to us are fairly good. We are sufferers from unbusinesslike efforts of competition to get business—viz., free boxing and cartage, local checks in payment for goods, return of containers at price charged for them, giving special discounts in consideration of business, taking up surplus stock of patents at full price in exchange for other goods, extended credits without interest, etc. Until wholesale druggists begin to do business with these features eliminated we do not look for improved conditions. General trade complain as to volume of business, and it will fall short of last year.

YAHRE & LANGE DRUG COMPANY, MILWAUKEE, WIS.

Trade during the month of September thus far, and during the month of August, has been fully up to the average of the corresponding months of last year. We noticed a falling off in July and June as compared with the same months of 1903. As a whole we believe that the outlook for a healthy business during the balance of the year is encouraging. The retail trade in this section of the country is in good condition, those of our customers in the smaller towns not being hampered to any extent by cut prices or department store competition.

W. H. TORBERT, DUBUQUE, IOWA.

We are looking for an unusually satisfactory fall trade. Crops in the Middle West are all gathered except corn, and the slight frost we have had I think was a benefit rather than an injury, except to the corn on very low ground. I think we are assured of a corn crop in Iowa of 80 per cent. if frost should come to-morrow. The Presidential year seems to be interfering with trade less than any other Presidential year I have ever known. The labor difficulties in the West, except in Colorado, are disappearing, and I think the general tone is one of confidence.

HARLE-HASS DRUG COMPANY, COUNCIL BLUFFS, IOWA.

Permit us to state that in our opinion the drug situation has never been in a better condition than it is at the present moment. Our trade shows a marked improvement in all directions over previous years, and while competition is keen and collections not up to the standard of former years, the prospect we consider is encouraging, for good collections will show up in a satisfactory manner in the fall. As a whole the general situation is good.

CHURCHILL DRUG COMPANY, BURLINGTON, IOWA.

Trade has been somewhat quiet during the last few weeks, but has shown marked improvement recently, and prospects are favorable for large business during the fall and winter months. Reports indicate that Iowa will raise about 300,000,000 bushels of corn this year, which, at an average price of 35 cents per bushel, will place \$105,000,000 in the pockets of the Iowa farmers, and the jobbers and retail merchants in Iowa will no doubt receive their share, so that under the circumstances we think Iowa will manage to pull through a hard winter. We have had one or two slight frosts through this section, but we are advised that they were beneficial to the corn crop.

OLNEY & M'DAID, CLINTON, IOWA.

Iowa has harvested good crops of the smaller grains, and indications point to a banner corn crop, with good prices for all kinds of produce. Reports from our customers in various sections indicate that the recent frosts were not severe enough to do any appreciable damage, and a large percentage of the corn crop is beyond danger from frost. While collections have been somewhat slow, with the moving of crops money will be plentiful, and as the retail druggists' stocks are, as a rule, considerably depleted at present, we look forward to a very satisfactory trade during the coming season.

BALLARD DRUG & DENTAL COMPANY, DAVENPORT, IOWA.

Trade in Eastern Iowa has been fairly good. Good crops in this locality are now an assured fact and prices for farm products are above the average. A good trade is anticipated.

HORNICK, HESS & MORE, SIOUX CITY, IOWA.

After two years of a failure of our main staple, corn, due to frost, in 1902 and 1903, we suffered in consequence a very material depression in business. Our present condition is more hopeful, as up to this date we have had no frost within our trade territory, and present weather reports indicate continued fair weather, at least to September 18. This will probably insure 80 per cent. of a corn crop. The small grains are of abundant yield and high grade. We consider the present outlook to be very far ahead of the preceding two years.

THE C. E. POTTS DRUG COMPANY, WICHITA, KAN.

In our tributary territory crop conditions this year have been above the average for past ten years, as shown by the report of the State Secretary of Agriculture. Consequently, with the present high prices prevailing for cotton, wheat and other grains, also meats, trade is in very good shape, with the prospect of a continuation of these favorable conditions for some considerable time to come.

FAXON, HORTON & GALLAGHER, KANSAS CITY, MO.

The outlook for fall and winter business in this section of the country is good. Local conditions are favorable. The July floods curtailed to a considerable extent the yield of wheat and corn, but the extraordinary prices that now prevail—and which are likely to continue through the season—will fully make up for the loss in production. The approaching election is not likely to seriously affect the market or disturb to any extent the present flow of trade. President Roosevelt now seems certain to be his own successor, and the people have confidence that the strong and safe administration of affairs which has characterized the Government for the past seven years will be continued. Yes, the future looks all right!

RICHARDSON DRUG COMPANY, OMAHA, NEB.

There is nothing the matter with business in this section of the great West. Throughout the territory reached by Omaha wholesalers there is more activity on the part of consumers than ever before. The people are well equipped financially and abundantly able to buy the necessities and luxuries of life. July and August were comparatively dull, but in September business opened up with a rush and prospects are good for a big fall trade. The crops in Nebraska this year are immense; greater than ever before in the history of the State. Prices are good. The farming community are getting rich. Mortgages on Nebraska farms have melted away as if by magic. Everybody seems to be prosperous. The election this fall will not disturb existing conditions.

E. E. BRUCE & CO., OMAHA, NEB.

Business in this section is practically on a parity with that of 1903, which was one of the best years that wholesalers in this part of the country ever enjoyed. The corn crop is practically made, the present warm weather insuring its maturity. According to reports it is one of the largest ever raised. Coming on top of several good crop years and with good prices, there is every reason to expect an increased business during the coming year.

CHRISTIANSON DRUG CO., FARGO, N. DAK.

The outlook in this vicinity is about normal. About a month ago, when the rust on wheat was first noticed to some extent, an uneasy and pessimistic feeling came over the people, but since they have threshed some of the wheat and find that it runs from 7 to 15 bushels to the acre, they feel considerably easier. The crop grows poorly, but the price helps out. Trade up to this time has been up to the average, and while just now it is quiet, merchants are looking for a good fall trade. Collections have not begun to come in yet, as the farmers are not done fall work. Further west and north in this State the crops were good, and this will materially help the jobbing trade in this city.

GEORGE FREISHEIMER, MISSOUL, MONT.

The general outlook for Western Montana is for a condition of assured prosperity. Crops of all kinds have exceeded expectations, prices are high, mines are running full tilt. The opening of the Flathead Reservation assured within two years will greatly benefit this particular part of Montana, as its resources of minerals, lumber and agriculture are vast. The opening of a reservation of this size will make a sudden and large demand for all kinds of goods. This country in the past has been looked upon as a purely mining country, but recent demonstrations have proven that its future lies in its agricultural resources.

OKLAHOMA DRUG COMPANY, OKLAHOMA CITY, O. T.

Business has been light for several months, but with a good corn crop assured and a fair yield of cotton and good prices for each of these staples, we predict a good, sound business for several months to come.

PETER VAN SCHAAK & SONS, CHICAGO, ILL.

A similarity exists in the Chicago drug trade to the Presidential campaign, in that both are *booming*, which is a condition quite contradictory to all precedents. Ordinarily, a national election year has been regarded and anticipated as an "off year," but prosperity and growing trade seem to continue hand in hand, and we look for no parting to the end of the year. While local labor conditions have had their monetary

effect, the appreciation of this great drug mart is manifested more positively every day by large and open orders from close buyers from outside territory.

L. W. LEITHEAD DRUG COMPANY, DULUTH, MINN.

Conservative estimates of the general business situation, as a whole, in our territory (Northwestern Minnesota, Michigan, Wisconsin, North and South Dakota and Montana), based on reliable information through our customers and traveling men, encourage us to expect a renewed business activity and a healthy commercial progress during the fall and winter. The latest thrashing returns indicate conclusively that the yield has been considerably underestimated. The present state of trade compares favorably with the past two years, and with no financial disturbances, no failures among the Western merchants, so well known for their integrity and uprightness of character, we can look forward to a most prosperous year and a healthy money market. The wholesalers of Duluth, the "Star of the West," are all preparing for a substantial increase in business on conservative methods.

The Pacific Coast.

SPOKANE DRUG COMPANY, SPOKANE, WASH.

The conditions for the drug business in our section, embracing eastern and central Washington, northern Idaho and northern and eastern Oregon, are very good for a successful fall and winter trade. This is a large wheat growing section; a good crop has been gathered and the price is higher than for several years past. Whereas, the drug trade is well represented, every town having its full quota of stores, there are no cut rate druggists in our section, and the druggists accordingly get full price for goods. We can see no reason why the fall and winter trade should not be as healthy as any of the past seasons.

WOODARD, CLARKE & CO., PORTLAND, ORE.

Replying to your inquiry as to present trade conditions and future prospects as applied to the drug trade, we would state that local conditions, and by local conditions we mean the Northwestern States—Oregon, Washington and Idaho—offer at the present time the most favorable trade prospects. Our own State of Oregon contains within its borders vast areas of unsettled land which are only now receiving their share of Eastern emigration. Idaho and Washington in the same degree present similar conditions, the three States mentioned offering at the present time practically the only unexploited territory in the United States. New towns are springing up, new business is constantly being secured and in the jobbing trade it is unnecessary to rob one's competitor of business already won in order to increase trade. Coupled with these conditions we have abundant crops at remunerative prices. Wheat, hops, wool, lumber and salmon, the great staples of this section, are at present bringing better prices than for many years, with the result that the jobbing trade, as well as the other lines, are in better condition, we believe, than in the Eastern States or less favored sections. Prospects are most favorable and we believe that our views as above stated do not in any sense overestimate the situation to-day.

REDINGTON & COMPANY, SAN FRANCISCO.

The wholesale drug trade of San Francisco, Cal., has shared largely in the prosperity and growth of the Pacific coast during the past five years. There has been a succession of good crops, the population has increased largely, and, as a whole, the trade is in a thriving state. The volume of business continues to increase, and although this year being the Presidential year is generally considered an off one, to the contrary trade shows an improvement even as compared with the banner year 1903. Trade at the present time is brisk and prospects are bright for satisfactory conditions during the fall and winter months, and altogether, from the conditions as they exist, the forecast is gratifying.

WESTERN WHOLESALE DRUG COMPANY, LOS ANGELES, CAL.

General trade in Southern California has been a little quiet during the past three months, which we attribute to the fact that a great many people have gone from this section to the World's Fair, as well as a large number of Arizona and New Mexico people who usually come to Los Angeles and vicinity for their summers to avoid the heat in the interior. We did not receive as much rain last winter as usual, which also affected our farming sections to some extent. These, together with a Presidential year, we believe, fully accounts for the slight depression at the present time. As to the outlook for the coming season, it has never been brighter in the history of California, and we believe that with the election of Roosevelt, and the large crop of tourists which the railroad companies assure us are already booked for California this winter, the future looks particularly bright.

PROGRAMME FOR THE N. A. R. D. MEETING.

Outline of the Order of Business at the Sixth Annual Convention, to Be Held in Hotel Epworth, St. Louis, Mo., October 10-14, 1904.

MONDAY, OCTOBER 10.

9.30 a.m.

Meeting of the Executive Committee.

7.30 p.m. *First Sitting:*

Call to order by President B. E. Pritchard.

Address of welcome on behalf of the City of St. Louis by His Honor Mayor Rollo M. Wells.

Response by one of the delegates.

Address of welcome on behalf of the druggists of Missouri by Mr. Ed. O'Rear, president of the Missouri Pharmaceutical Association.

Address of welcome on behalf of the druggists of St. Louis by Mr. F. V. Johnson, president of the St. Louis Retail Druggists' Association.

Two-minute responses by a delegate from each State.

Welcoming delegates from American Pharmaceutical Association.

Welcoming delegates from National Wholesale Druggists' Association.

Welcoming delegates from the Proprietary Association of America.

Appointment of assistant secretaries.

Appointment of Committee on Credentials.

Presentation of credentials by delegates.

Motions, resolutions and notices.

TUESDAY, OCTOBER 11.

9.30 a.m. *Second Sitting:*

Minutes of the previous session.

Address of the President.

Report of the Executive Committee.

Report of the Committee on Credentials.

Recess of 15 minutes to allow the delegates from the various States to select (a) a member of the Committee on Resolutions; (b) a member of the Committee on Nominations; (c) a member of the Special Committee on Finance; (d) Chairman of the State's delegation.

Announcement of the foregoing committees.

Report of the Secretary.

Motions, resolutions and notices.

Unfinished business.

WEDNESDAY, OCTOBER 12.

9.30 a.m. *Third Sitting:*

Minutes of the previous session.

Supplemental report of the Secretary: Organization Work.

Supplementary report of the Secretary: N. A. R. D. notes.

Report of the Treasurer.

Preliminary report of the Committee on Form of Organization.

Report of Committee on National Legislation.

Report of Committee on Commercial and Fraternal Relations.

Report of Auditing Committee.

Report of Committee on Pharmacy Laws.

Report of Transportation Committee.

Motions, resolutions and notices.

Unfinished business.

7.30 p.m.

Open session of Committee on Finance.

THURSDAY, OCTOBER 13.

9.30 a.m. *Fourth Session:*

Minutes of the previous session.

Report of Committee on Finance.

Final Report of Committee on Form of Organization.

Miscellaneous business.

Preliminary report of the Committee on Resolutions.

Motions, resolutions and notices.

THURSDAY, OCTOBER 13.

7.30 p.m.

Open session of the Committee on Resolutions.

FRIDAY, OCTOBER 14.

9.30 a.m. *Fifth Session in Hall of Congresses, Louisiana Purchase Exposition.*

Minutes of previous session.

Final report of Committee on Resolutions.

Miscellaneous business.

Report of Committee on Nominations.

Unfinished business.

Election of officers.

Installation of officers.

Address by a representative of the American Pharmaceutical Association.

Address by a representative of the National Wholesale Druggists' Association.

Address by a representative of the Proprietary Association of America.

Address by a representative of the N. A. R. D.

Selection by new Executive Committee of a chairman.

Adjournment.

ENTERTAINMENTS.

The Committee on Entertainment of the St. Louis Druggists' Association has arranged the following programme of entertainment:

TUESDAY.

Afternoon:

Trolley ride and visit to the Anheuser-Busch brewery, the largest in the world.

Evening:

The Boer War exhibit.

FRIDAY.

Afternoon:

The convention party will be taken on a tour of the pharmaceutical and other exhibits of special interest to druggists.

Evening:

Other features of interest in and about the Fair will be enjoyed.

Delegates, alternate delegates and visitors are asked to place their names on the association's register as soon as convenient after reaching St. Louis.

Those accompanied by ladies will confer a favor by handing the names and St. Louis addresses of those ladies to whomever has charge of the register.

In order to give those who attend the convention a good opportunity to visit the Exposition, no regular sessions will be held during the afternoons or evenings. To make this arrangement possible the sessions will be called *promptly* at 9.30 every morning.

The Picturesque Road to St. Louis.

For those who intend attending the annual convention of the National Association of Retail Druggists at St. Louis this month, and who are not bound to any special route, that of the Chesapeake & Ohio Railway Company offers advantages of a kind not obtainable on any other road. Regular travelers will all testify to the comfort of traveling over the Chesapeake & Ohio, the roadbed of which is of a more solid and enduring kind than any other. The chief claim upon the attention of travelers is, however, the beautifully varied scenery which the road traverses. It has been appropriately named "The Rhine, the Alps and the Battlefield Line," for it passes through a territory rich in historical and natural attractions. In addition to the marvelous scenic interest of the entire line, its associations of Colonial and Civil War history are unsurpassed, carrying a constant appeal to the traveler who is in any way versed in the history of the great events of the Civil War. The train leaving New York over the Chesapeake & Ohio Railway at 4.55 p.m. reaches St. Louis at 7.20 a.m. on the second day, so that persons taking this train on Saturday evening will arrive at St. Louis on Monday morning in ample time for the first session of the convention.

WHAT THE N. A. R. D. HAS ACCOMPLISHED.

An Enumeration of the Benefits Which Have Resulted from the Efforts of the National Organization, as Set Forth in "N. A. R. D. Notes."

The National Association of Retail Druggists deserves credit for numerous reforms which have been at least partially accomplished. These are enumerated in "N. A. R. D. Notes" for September 24, as follows:

Organization.—It has taught the trade the value of organization and the power that results from concerted action.

State Pharmaceutical Association.—It is largely responsible for the increased appreciation of the value of State pharmaceutical associations.

Threatened Outbreaks.—Threatened outbreaks, which might have resulted very disastrously, have been averted in many organized localities, because the N. A. R. D. had a level headed local worker on the ground, whose business it was to immediately nip the disturbance in the bud.

War Taxes.—The N. A. R. D. secured the repeal of the war tax on 50 or more staple products at least a year before it would have been done in the ordinary course of legislation, thereby saving the drug trade of the country hundreds of thousands of dollars.

Price Schedules.—In hundreds of cities, towns and rural districts the N. A. R. D. has been the agency which has effected the adoption of price schedules, creating uniformity in prices, which has resulted in a feeling of respect for the retail trade on the part of the laity not heretofore felt. It is estimated that \$90,000,000 in profits have been saved to the druggist in the last six years by this means alone.

Alcohol Tax.—It is endeavoring with splendid prospects of success to reduce the tax on alcohol from \$2.06 to \$1.31 per wine gallon. If you use an average of a pint of alcohol a day for manufacturing purposes the saving to you every year will be \$34.31. The bill is expected to pass the first session of the next Congress.

Wholesalers.—Wholesalers who were encroaching on the rights of the retailers, have been induced to restrict themselves to their legitimate sphere. Without the assistance of the N. A. R. D. the local associations would have been powerless to effect this desirable reform.

\$2.00, \$4.00 and \$8.00.—Its advocacy of limiting the price of proprietaries to \$2, \$4 and \$8 a dozen caused a number of manufacturers to reduce their prices to conform to this schedule, and others were deterred from charging more. Some have tried to obtain prices above these figures, but have abandoned the project when the N. A. R. D. pressure began to be felt.

Salesman's Card.—It has instituted the salesman's card system, which has taught many manufacturers that their true friends are the legitimate druggists, and as a consequence the cut-throat trade is not now openly solicited by decent manufacturers and jobbers like it was five and a half years ago. Hundreds of proprietors and wholesalers have given up this trade altogether.

"Pharmacist."—It has induced the members of several hundred associations of druggists to adopt a common price mark on prescriptions, the word "pharmacist." This has worked a saving of more than \$5,000,000 annually.

Price Cutting.—The price cutting evil has been wholly exterminated in many communities; in others conditions have been immeasurably bettered, and on some lines of proprietaries full prices have been established "from ocean to ocean."

Trading Stamps.—Upon every possible occasion it has exerted its influence against the practice of issuing "trading stamps" and similar devices, and in many quarters has induced retailers to abandon this custom, which is price demoralization in the bud. The influence of the N. A. R. D. brought to bear on some dealers whom the efforts of the local organization was unable to reach has often turned defeat into success and eloquently attested the utility and worth of a great national body.

Out-Price Advertising.—In many communities cut-price advertising has been done away with. The evil effects of such advertising are far reaching. The leading manufacturers are now co-operating with the N. A. R. D. in the direction indicated, and results are now multiplying in number and importance.

Jobbers.—Jobbers who chose to ignore the reasonable wishes of the retail trade have learned to their sorrow that when proof of their faithlessness is furnished the N. A. R. D. they have an organized army to deal with instead of a mercantile rabble. The violators of commercial honor and good faith have without exception mended their ways and are now entirely content to be good.

Lists of Friends.—It has established lists of loyal manufacturers and an honor roll of jobbers, which enables the retailer to learn who his friends are in these branches of the trade without difficulty and delay.

Blood Taxes.—It has so inclined Congress to the view that foreigners should have no rights in this country that are not accorded to Americans in their country that a bill has been favorably reported by the House Patent Committee which will, when passed, make new burdens in the shape of "blood taxes" an impossibility in the future.

Price Protection.—It has so awakened the proprietary manufacturers to a sense of their responsibilities in the matter of maintaining retail prices on their respective preparations, and the consequent loss through "substitution" and bad bills, of failure to accord this protection, that they are now doing more hard work in this direction and spending more money for the accomplishment of their good purposes than they ever did before. They realize that it is "up to them" to close all the gaps that have not yielded to the remedial influences heretofore exerted through the tripartite plan.

Selling to Physicians.—It has brought to bear the pressure required to induce a number of pharmaceutical manufacturers to desist from direct selling to physicians. Those firms who disregard the reasonable wishes of the druggists in this matter are forfeiting the esteem and good will of the retail drug trade which might otherwise be theirs.

A Successful Plan.—It has inaugurated the Direct Contract and Serial Numbering plan, increasing the profits on every bottle of Miles' goods you sell from 5 cents to 35 cents and establishing full prices on them from ocean to ocean. Hentz' Bitters Company have also taken up this plan, and it is only a question of time when all manufacturers will be compelled to admit that it affords the only practical and businesslike way of protecting retail prices.

Resolution "C."—It has promulgated and made effective Resolution "C," which has brought manufacturers of pharmaceuticals, surgical dressings, etc., into closer and more helpful relationship with the N. A. R. D. programme of trade betterment. More than this, it has induced many of these firms to do more than Resolution "C" stipulates—they are now cutting off the cutter in all cases as soon as his name appears on the list.

FAILURE OF THE WASHINGTON PROMISE PLAN.

Essential Features of the Plan Outlined and Obstacles to Its Success Pointed Out—Trading Stamps Greatest Stumbling Block.

That the Washington Promise Plan had practically been abandoned here, or at least that there was no hope of its enforcement, as exclusively announced in the preceding issue of the AMERICAN DRUGGIST, came as a surprise to the trade generally. Ever since active work was begun to put the plan in effect here encouraging reports had been given out from time to time as to its progress, and druggists had come to hope that some remedy would soon be provided for the unsatisfactory price conditions; they can now only hope for some favorable action at the N. A. R. D. meeting. Chairman V. Mott Pierce, of the Washington Promise Committee, has issued a statement giving a list of cities and towns where members of that committee have brought about better conditions in prices, but

NEW YORK CITY IS NOT IN THE LIST.

In the same statement he says that the committee is not yet ready to make a final report of its work to the N. A. R. D. Next week's convention, nevertheless, will hear a good deal about what has and has not been done; it will also learn particularly of the situation in this center. A brief review, therefore, of what has been accomplished and some of the obstacles encountered here may prove of interest.

THE ESSENTIAL FEATURES OF THE WASHINGTON PLAN

were the enforcement by the manufacturers as individuals of a minimum price schedule on their goods and the absolute elimination of trading stamps. Representatives of the manufacturers in charge of the preliminary work here took up the minimum price schedule first. After numerous conferences every one of the large department store handlers of proprietary medicines agreed to observe a minimum scale. The aggressive cutters, who are in an association by themselves, agreed to en-

force such a minimum schedule; all of the leading department stores agreed; in fact, one of the largest department stores was the first to express a willingness to co-operate actively in the movement. So much for the minimum price feature. But the trading stamp feature proved to be

THE GREAT STUMBLING BLOCK

and was, in fact, the main cause of abandoning the plan. Some of the department stores had not been giving trading stamps; others had, and not only that, some stores were allowing customers to exchange the stamps for merchandise in any part of the store. The trading stamp stores refused to discontinue this feature of their business. It had become a settled policy—a part of their business—and they felt they couldn't afford to abandon it. However, they did agree to make this concession: they would discontinue the practice of exchanging trading stamps for goods in any department and confine the redemption of such stamps to one department exclusively. One of the largest department stores, in fact, actually did change its policy to this extent, and suffered a falling off of hundreds of dollars a day in the business of one department alone. Notwithstanding this concession, firms which did not give trading stamps were not disposed to allow their competitors to issue stamps, contending that if a minimum scale was to be enforced it would have to be a minimum; in fact, otherwise the firm giving trading stamps would have an unfair advantage over the one which did not issue them.

MANIFESTATIONS OF IMPATIENCE.

That was substantially the situation when it became known that certain N. A. R. D. interests were becoming impatient, and instead of giving the manufacturers a little more time to work out the problem were beginning to clamor for full prices. Representatives of the Washington Promise Committee who had been working on the plan here probably could not have accepted any plan from the department stores which carried with it a trading stamp feature, for the manufacturers were committed to the elimination of that feature. At the same time the hopelessness of establishing full prices was realized, and steps were accordingly taken to do what appeared to be the next best thing—namely, to raise the minimum price schedule which had been contemplated and try to get the larger stores to agree to observe it, leaving out the question of trading stamps altogether, or at least leaving that matter to be adjusted among the department stores themselves.

TO ADOPT A MINIMUM SCALE OF 83 CENTS.

One prominent manufacturing concern is understood to have made this proposition to the Executive Committee of the N. A. R. D., and it was indorsed. It is said, by that committee. The minimum scale suggested is on the basis of 83 cents, and the plan, if enforced, is to involve a contract and serial numbering system. It now remains to be seen what action other manufacturers—members of the Washington Committee—will take. It is also uncertain whether all or any considerable number of the large department stores and leading handlers of patent medicines here will agree to such a plan. If they do not agree, it looks as if it will be a case of every one for himself—manufacturers as well as retailers.

Specimen Copies Wanted.

H. M. Chumaceiro, a member of the pharmaceutical firm of Senior & Co., Curacao, Dutch West Indies, is desirous of obtaining specimen copies of all pharmaceutical periodicals published throughout the world, and asks the AMERICAN DRUGGIST to make his wish known, saying:

"As the AMERICAN DRUGGIST has a great circulation and visits all parts of the globe, I hereby take the liberty to request you, in the most friendly way, to manifest my wish or desire in the editorial part of the AMERICAN DRUGGIST, requesting the other papers at the same time to reproduce the announcement, in order to see my wish fulfilled. My address is, H. M. Chumaceiro, pharmacist, care of Senior & Co., Botica Excelsior, Curacao, D. W. I."

RINGING PROTESTS BY OHIO DRUGGISTS.

The Ohio Valley Druggists' Association Declares Its Attitude on the Relations of the National Association with Manufacturers—Firm for the Serial Numbering and Contract Plan.

To the Editor:

SIR.—Inclosed please find a set of resolutions expressing the unanimous sentiment of the Board of Control of the Ohio Valley Druggists' Association. The board directs me to ask you to give these resolutions space in the next issue of your valued journal. Thanking you for such consideration as you may see fit to grant us, I am Respectfully yours,

FRANK H. FREEBICKS.

The Ohio Valley Druggists' Association, Cincinnati, Ohio.
September 23, 1904.

RESOLUTIONS ADOPTED SEPTEMBER 20 BY THE BOARD OF CONTROL OF THE OHIO VALLEY DRUGGISTS' ASSOCIATION.

WHEREAS, The continued life of the O. V. D. A. is dependent upon the action of the National Association of Retail Druggists at its St. Louis Convention, be it, by the Board of Control of the Ohio Valley Druggists' Association in meeting assembled,

Resolved, That we regard with serious apprehension and misgiving an effort made by some retail druggists and pharmaceutical journals to permit an escape from the natural consequences of an absolute and manifest failure by the Washington Promise Committee and the danger therein to the general adoption of the Contract and Serial Numbering Plan.

Resolved, That manufacturers of proprietary medicines owe but one especial duty to the retail trade of this country. The security offered by and the success of the Contract and Numbering Plan make it their sole duty to operate under that plan to entitle them to the lasting gratitude of the retail trade.

Resolved, That we regard it as outside the bounds of self-respect and not in keeping with the honor and integrity of our national association and that of legitimate retail druggists generally to solicit or accept donations from manufacturers of proprietary medicines for the purposes of the National Association of Retail Druggists.

We believe the acceptance of such contributions in the past to have greatly weakened the moral strength of the National Association of Retail Druggists and to have been a serious hindrance to independent and fruitful action by that body.

We believe that, even now, a consideration of the offer and acceptance of such contributions, in some form, places in jeopardy all chance of securing the adoption of the Contract and Numbering Plan.

We admit that, owing to a total disregard of their plain duty by many, many retail druggists, our national association and its self-sacrificing officers have been forced to countenance, submit to and even solicit such contributions; but at the same time we assert that a more independent policy, not influenced by friendly contributions, would have tended toward greater appreciation of said plain duty by retail druggists, and would have secured an earlier realization of real benefit.

We acknowledge with sincere gratitude the aid thus extended in the past by proprietors, and accept as granted that such aid has been given with truly charitable intent, but we deny most positively any obligation on the part of proprietors to maintain an organization of retail druggists.

Resolved, That we regard as desirable a continued and strengthened friendly relationship with manufacturing and jobbing interests; but, convinced as we are that needed results can only be achieved by the general adoption of the Contract and Numbering Plan, we deem it imperative that such friendly relationship depend solely on the adoption of said plan.

We submit that as re-establishment of prices can be secured by the Contract Plan, and as we are in justice entitled to such re-establishment, no manufacturer can be regarded as friendly to our interests who refuses to operate under that plan, where all others have failed.

We regard as a sign of contemptible cowardice a prayer for continued friendly relationship with the other branches, even though these branches refuse to grant what we are entitled to. Such action we believe to be humiliating in the extreme and a manifestation of such weakness as to destroy in a large measure the association's usefulness, tending toward its disintegration.

Resolved, That our delegates to the national convention at St. Louis be instructed to use every honorable means to make plain the seriousness of our position to their fellow delegates in meeting.



The Palm Garden, St. Charles Hotel, New Orleans, Meeting Place of the N. W. D. A.

THE WHOLESALERS' MEETING.

Plans for the Convention of the N. W. D. A.—Announcement of by the Committee on Passenger Rates and Route—Hotel Accommodations, Etc.

The thirtieth annual meeting of the National Wholesale Druggists' Association will convene at New Orleans on Monday, November 14. Thomas P. Cook, 114 William street, New York, chairman of the Committee on Passenger Rates and Routes, announces that the usual concession of one and one-third fare for the round trip has been made from all points east of the Rocky Mountains. Tickets may be purchased not earlier than Thursday, November 10, and not later than Wednesday, November 16. Return tickets will be good for three days after the adjournment of the convention, not counting Sunday. Full fare must be paid for the trip to New Orleans. In purchasing tickets a separate certificate must be obtained from the ticket agent for each ticket purchased. These certificates must be turned over to the secretary of the association, together with a fee of 25 cents, not later than Tuesday morning, November 15. Members desiring to visit the St. Louis Exposition may purchase special rate World's Fair round trip tickets to St. Louis, and, on arriving there, purchase tickets on the certificate plan from St. Louis to New Orleans.

THE ILLINOIS CENTRAL SPECIAL.

A special convention train will leave on the Illinois Central Railroad at 6.20 p.m. on Saturday, November 12, from Chicago, connecting cars leaving St. Louis at 8.40 p.m. on the same day and arriving at New Orleans at 8.30 p.m. on November 14. Through connecting service may be had on this train from Cincinnati and Detroit. Stop-over privileges will be given for the Exposition either coming or going. Members from the East visiting the Exposition are invited to join the party leaving St. Louis on the evening of Saturday, November 12, at 8.40, as this train will connect at Memphis with the train from Cincinnati and Chicago bearing the members from those sections. All who desire to take this train from St. Louis should write for sleeper reservations to Romaine Pierson, 221 Randolph street, Chicago, Ill., who will also look after the sleeping car accommodations from Chicago and vicinity. The following are the members of the Committee on Passenger Rates and Routes, from whom further details regarding the plans of the committee may be obtained:

THE COMMITTEE ON PASSENGER RATES AND ROUTES.

Charles F. Cutler, Boston, Mass.; Henry D. Faxon, Kansas City, Mo.; E. J. Schall, St. Louis, Mo.; Fred W. Sultan, St.

Louis, Mo.; L. L. Pope, Cleveland, Ohio; L. B. Bridahan, Denver, Col.; John W. Durr, Jr., Montgomery, Ala.; F. G. Beckman, Indianapolis, Ind.; Lucien E. Lyons, New Orleans, La.; S. C. Dobbs, Atlanta, Ga.; E. H. Buehler, Chicago, Ill.; Romaine Pierson, Chicago, Ill.; Fred. S. Kellogg, San Francisco, Cal.; Winthrop G. Noyes, St. Paul, Minn.; Albert Kronkrosky, San Antonio, Tex.; Thomas P. Cook, chairman, New York, N. Y.

THE ST. CHARLES HOTEL.

The Committee on Arrangements and Entertainments has arranged for accommodations at the St. Charles Hotel, which is the leading hotel, not only in New Orleans, but in the South, and one which is known all over the world for the elegance of its appointments and the excellence of its cuisine. The hotel has made a rate of \$2 per day for a single room for one person, \$3 for a double room for two persons without bath, \$3 for single room for one person with bath, and \$4.50 for a double room for two persons with bath, these prices being on the European plan.

We present herewith an illustration of one of the features of this hotel, the Palm Garden, which is unique and most attractive. This garden has been the scene of many of the most delightful social functions held anywhere in the South, and the hotel is so arranged as to be admirably suited for convention purposes. New Orleans contains much of historic and romantic interest which will make the meeting an occasion of much pleasure to the visitors, while the hospitality is such as to insure a constant round of delightful social events.

The old French market, another of the city's features, has figured in the history and the romance of the city for more than a century, and the restaurant of Mme. Begue, opposite the market, is something absolutely unique. Here every visitor wishes to take breakfast once at least and learn how delicious pigs' feet, calves' liver and other homely viands may be made to taste under the hands of an accomplished mistress of the art.

Manufacturing Chemists' Registration Bureau.

The following titles have been registered in the Manufacturing Chemists' Registration Bureau since August 1, 1904:

Capsolin.....	Parke, Davis & Co.
Cystone.....	Wm. S. Merrill Chemical Company.
Femalone.....	Ell Lilly & Co.
Methylets.....	Sharp & Dohme.
Supranephren.....	William R. Warner & Co.
Tanformal.....	William R. Warner & Co.

Uramine has been dropped from the list of Ell Lilly & Co.



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SOME MEMBERS OF THE COUNCIL OF THE SOCIETY OF CHEMICAL INDUSTRY.

President Nichols occupies the center, with Prof. Sir W. Ramsay on his left and Dr. R. Messel on his right. Dr. Fred. B. Power, of London, is at the extreme left of the picture. Immediately behind Mr. Nichols stands Prof. W. Ostwald, who is flanked on either side by Prof. Ira Remsen and Dr. Lewkowitsch.

IMPRESSIONS OF VISITING CHEMISTS.

Analytical Minds Brought to Bear Upon the Manners and Customs of the Metropolis.

The one hundred European chemists who were the guests of the American sections of the Society of Chemical Industry in a tour of the United States last month, spent an entire week in New York, and one by-product, so to speak, of their sojourn among us, was a number of excellent newspaper stories gathered by city reporters, who are always on the alert for "copy" dealing with the foreigners' impressions of American manners and customs. The scribe of the New York Herald, in the course of a long article observes that there are many things which are accepted here as matters of course which to the visitors from foreign lands are sources of astonishment. The new sensations begin the moment the strangers leave the steamer, and not until they are well out of sight of the city do they recover from the shock of discovery.

STREETS AND RAPID TRANSIT.

Every foreigner who comes here is impressed first of all with the bad condition of the streets.

"I saw a most astonishing sight," said a member of the society. "A cobble stone right in the middle of Broadway and nobody picked it up. Who takes care of your streets here I should really like to know."

It is expected that every sightseer from another clime shall enthuse over the remarkable transit facilities of New York.

"It's all a joke, this rapid transit," said C. G. Cresswell, secretary of the society.

"I waited and waited, I asked the man at the station, and he said that he was blessed if he knew. Strange, too, for here was a railroad running right along the Hudson the whole length of the city. I remained, though, until I got a train. I was the only passenger, and they put me off in a freight yard, and I could not find a cab until I got to Herald square."

He had had an experience with the "Dolly Varden trains."

"Water communication here is pretty bad," commented a visiting Austrian. "I started to go from Claremont to the Battery by boat, for I supposed that there would be no trouble at all. You can imagine my surprise when I found that there were absolutely no means of reaching various points on the shores of Manhattan Island by steamer."

FIND STUDIES IN RESTAURANTS.

To New Yorkers the restaurants of the city seem absolutely perfect, but many of the foreigners find them and their patrons the subjects of curious study.

"Astounding," said an Englishman, "simply astounding is the waste that we see in the restaurants of this city. Expensive food is sent away practically untasted. Catering here is not a fine art, at least as I see it in the public restaurants, for the American piles half a dozen things on his plate, all of different flavors, eats a little, and then the waiter goes away with the repast, of which not half has been consumed. It amazes me that any people should eat so. Wonderful, isn't it? I'll make a note of that."

DEAR OLD CONEY ISLAND.

"One of the most interesting features of American life, upon my soul," said an English chemist to a New Yorker who had just asked him how he was impressed by a visit to Luna Park, "is your Coney Island. The illumination is wonderful and the sights and sounds are bewildering; but, tell me, why does anybody go there? I see no rational amusement to be derived. I tried to dine there, and, will you believe it, the waiter actually threw the dishes on the table. I could scarcely believe my eyes. Pitched them right down so that the cruets rattled and the sugar bowl hopped, and just then the hurdy-gurdies began to play, the bells to ring and a small and ridiculous locomotive went screaming down the esplanade. You will pardon me, but I see nothing in the way of recreation to be obtained from a trip to Coney Island. I have made a note of it."

He had, indeed, noted on the margin of his guide book, "Walters throw dishes on table."

SIR WILLIAM RAMSAY.

Sir William Ramsay, however, was quite serious and very earnest in delivering himself of the few words he found time to say for print. He was the object of so much attention wherever he went that anything like formal interviewing was next to impossible. Tall, with a chronic stoop, and slim, his black beard thickly streaked with gray, there was nothing in Sir William's physical aspect to set him apart from the 200 odd men, chemists and geographers, many of them of uncommon proportions as to height and build, amid whom he moved in Houston Hall. He smoked cigarettes incessantly, moved about gracefully, displayed skill in carrying on conversation on a half a dozen subjects with as many different persons at one time, and spoke in a low, rich voice that was always a monotone, yet gave perfect expression to meaningful accents and inflections.

A hurried "Yes! Yes! Yes!" ever so slightly staccato, at once expressed his interest and urged the speaker on when engaged on ground with which Sir William was perfectly familiar. The Ledger representative asked if the meeting in New York or his observations since arriving had revealed any new and important American contribution to chemistry or physics.

"Nothing," he replied, "nothing that was new to me. This as to matter; as to manner, there are many differences between your way and our way."

"The future of radium, Sir William? Do you look upon the discovery of the mineral as important from the general viewpoint?"

"With a grain's costing \$1,500, and no present indications that it is abundant enough to warrant a lowering of the rate, I do not think it will figure largely in industrial commerce, if that is what you mean by the 'general viewpoint.' Were we to find radium in a quantity that would make the cost reasonable, we could make wonderful use of it—wonderful. At present it is so scarce and so dear that its use, for the cure of disease, is the only popular use."

ATTITUDE OF THE AMERICAN PEOPLE TOWARD SCIENCE.

"And here, if you will permit me," he went on, "I would point out an American shortcoming—the attitude of the people here toward science in general and chemists and chemistry in particular. There is a general disposition here to look upon workers in chemistry and physics as mere craftsmen, who simply happened to take up that line of work in preference, say, to becoming carpenters, or carters, or salesmen, or shopkeepers."

M'CLELLAN AND BALFOUR.

"The other night the Mayor of your greatest city could not find time to attend our banquet, although invited by our New York section. Yet, a few days ago, Mr. Balfour, Premier of the British Empire, went to Cambridge University and addressed, in their own language, the members of the British Association. Of course, the Mayor of a city is not the Premier of a vast empire; but, if my argument cites extremes, do not mistake my idea of ratio—that the former might do in the way

of a formal duty of respect to learning what the Premier did because of a recognition that chemistry and physics represent that *scientia scientiarum* which inspires all effort to realize the secret essence of nature."

DRUGGISTS PROTEST AGAINST CARBOLIC ORDINANCE.

A Delegation from Local Associations Visits Health Commissioner Darlington, but Fails to Move Him to Rescind the Ordinance.

Strong protests against the new carbolic acid ordinance were made by representatives of retail druggists at a hearing given by Health Commissioner Darlington on Thursday, September 22. The ordinance passed by the City Health Board at the instance of Dr. Darlington prohibits the sale at retail of carbolic acid in a solution stronger than 5 per cent. Some nine or ten representatives of organized pharmacists attended the hearing, among them being W. F. Morgan and William Muir of the Kings County Pharmaceutical Society, George Kleinan and Henry Imhoff of the German Apothecaries' Society, George Schweinfurth and Herman H. Blomeler of the Manhattan Pharmaceutical Association, and H. Beinfeld and Peter Diamond of the New York Retail Druggists' Association. Secretary Swann of the Manhattan attended the hearing upon the invitation of the Commissioner.

The hearing was called for 11.30 a.m., but the druggists' delegation did not arrive until about 11.45, when they were met by Dr. Darlington and ushered into his office. The Commissioner's stenographer was on hand and took a full account of the proceedings, including, of course, the remarks made by various speakers. The Commissioner said at the outset that he was glad to have a chance to meet with the druggists and talk the matter over, and that he would give careful consideration, as would also the board, to what the druggists had to say on the subject. The latter advanced many reasons why the new order would necessarily discriminate against some druggists in favor of others, and would not really accomplish the end desired. One of the strongest points made and one that seemed to impress the Commissioner forcibly, was the fact that the new regulation left a loophole open to wholesalers. Dr. Darlington, on the other hand, impressed upon those present not only that the Health Department was well within the law in seeking to regulate the sale of carbolic, but that it was also the duty of the board to protect human life. Action had not been taken hastily, he said. Personally, he felt it his sworn duty as Health Commissioner to take the step he did. The Commissioner also spoke of his moral obligation in the matter. He thought it would be far better if the Board of Pharmacy looked after such matters, but as there seemed to be no remedy for the abuse (the great number of suicides by the use of carbolic acid), the Health Department had gone ahead to stop if possible the indiscriminate sale of carbolic at retail. If druggists could suggest a better and fairer way of accomplishing the end desired he would gladly bring their suggestion before the Board of Health.

DR. MUIR PLEADS FOR A RECONSIDERATION.

William Muir of the Kings County Society acted as chairman of the delegation and was the first speaker. He said he represented between five and six hundred organized druggists of Brooklyn. There were others there, he said, who represented the organized pharmacists of the Borough of Manhattan. The new ordinance had been carefully considered by druggists, and the delegates were there to ask that it be modified. Dr. Muir then took up and discussed at length various objections to the Health Department's new regulation. The intent, he said, was very good and commendable and pharmacists of Greater New York would be glad to co-operate in any move to reduce the number of suicides from the use of carbolic acid; but it was a question whether the remedy provided by the department in this ordinance would accomplish the result expected. He spoke of a court decision wherein it was held that original packages are to be considered as wholesale quantities. He followed

this remark by calling attention to the custom among drug jobbers of selling in original packages, and the likelihood of such jobbers being able to violate the new law with impunity.

The Commissioner asked the speaker if he would cover in such an ordinance wholesale druggists and original packages.

Dr. Muir replied that he would.

Continuing, Dr. Muir said that the new regulation would tend to operate against the law-abiding pharmacist. Some druggists would, no doubt, continue to sell carbolic acid to customers who they knew were all right and who would use the acid for legitimate purposes. On the other hand, some would scrupulously observe the law. In other words, some druggists would get the carbolic acid trade almost the same as usual, while others would lose their trade. If a law was to be enforced to regulate the sale of carbolic, it should be rigidly enforced and should be of such a character as to prevent discrimination in any form among pharmacists.

THE POWERS OF THE STATE PHARMACY BOARD.

An inquiry by the Commissioner brought up the question as to the powers of the State Board of Pharmacy and some other possible remedy for the abuse which the Health Department is seeking to stop. Dr. Darlington explained that the Health Board had acted only after it found that there was little, if any, likelihood of the Board of Pharmacy taking steps in the matter. The suggestion was made that carbolic acid be put in Schedule A of the State Pharmacy Law, which would require all sales of carbolic acid to be registered. Some thought this would accomplish the end desired. But the point was raised that there were other poisons just as deadly as carbolic acid which ought to be in Schedule A as well as carbolic acid and it would be hard to tell where to draw the line. To this Commissioner Darling replied that arguments along such lines were more or less theoretical, whereas it was the actual conditions brought about by the indiscriminate sale of carbolic that he was concerned with and which he was now trying to prevent.

Dr. Muir expressed the opinion that retail pharmacists, in view of the careful and thorough preparation for their profession and their wide daily experience with customers, were much more competent to judge as to whom to sell carbolic acid than were wholesale druggists, and he thought that if any ordinance was to be enforced, it should by all means contain some provision which would cover sales by jobbers, for it was a well-known fact that any one could go to a wholesaler and get almost any drug, chemical or poison that he wanted, without question.

This point seemed to strike the Commissioner forcibly. He said he would submit it to the board.

ARGUMENT BY PETER DIAMOND.

Mr. Diamond said he understood there were two reasons why the new ordinance was adopted, namely, to prevent suicides and to reduce the number of accidents. He very much doubted that the ordinance would prevent suicides. If a person wishes to die by the use of carbolic he would get it; it might cost a little more under the new order of things, but he would get it just the same. And as for accidents, Mr. Diamond said that the amount of good derived from the general use of carbolic acid far outweighed the injury suffered in a comparatively few cases. However, if this new regulation was to stand he wanted to see it rigidly, not half-heartedly, enforced.

Mr. Kleinau expressed the opinion that it would be impossible to enforce the ordinance. He called attention to the sale of the acid by paint stores and other places. If druggists are prohibited from selling it, would paint stores and similar places be allowed to dispense carbolic, in quantities that might be considered wholesale? The question of profit did not enter into the question so much, because, as a matter of fact, there was really more profit to druggists in selling a 5 per cent. solution than in the stronger acid.

Mr. Imhoff, however, declared that the enforcement of the new regulation would take considerable profit, in the aggregate, from druggists.

THE STAND OF THE MANHATTAN ASSOCIATION.

Mr. Schweinfurth of the Manhattan Pharmaceutical Association then spoke. He said his association at its last meeting indorsed the Health Board's action, but he added that the meeting was attended by some eighteen members only. He urged the Commissioner to take up the matter of catarrh snuffs containing cocaine. To this suggestion, the Commissioner replied:

DR. DARLINGTON'S REPLY.

"I don't believe the Health Board should be forced to take up the cocaine and similar matters. If the Board of Pharmacy is given power to look after such matters I will be more than glad.

"The majority of druggists," continued Dr. Darlington, "are fair minded citizens, but that is not the point; we must get after those who are looking only for the financial gain. I intend to have the new ordinance enforced as rapidly as possible, and it must stand until a better and more effective way to combat the suicide evil is found."

"But," said Dr. Muir, "jobbers can sell carbolic acid under this law. The retail druggist, on the other hand, has reached an educational standard which particularly qualifies him to exercise judgment in all such matters as this. The State licenses him to practise his profession here, and he feels it if he is denied the right given to him by the State laws. Furthermore, if people go to the jobber for carbolic acid they will get it in larger quantities than they would ordinarily from the retailer, and in place of an ounce or so in a household you will find a pound. And if people get accustomed to running to the jobber for carbolic acid they will soon learn to seek other drugs, etc., there. It is wonderful how quickly the American people become educated in such things."

W. F. Morgan of the Kings County Society said he believed that druggists within the city should enjoy the same rights and privileges in the sale of carbolic acid as those outside of the city limits.

The question of crude carbolic came up and the Commissioner said that that phase of the question would also be considered by the board.

NEW YORK RETAIL DRUGGISTS' ASSOCIATION.

Business Transacted at the Regular Monthly Meeting.

The New York Retail Druggists' Association met at the Vienna, 131 East Fifty-eighth street, on September 16. Peter Diamond presided. The minutes were read and adopted and the several special and standing committees brought in their reports. Two new members were proposed and the question of admitting them was referred to the Committee on Membership.

The Executive Committee reported that it is actively engaged in suppressing the practice of giving presents with sales and that it is to be hoped that this mischievous method for attracting trade will not be resorted to by the members.

The carbolic acid ordinance was taken up and several members spoke on the fallacy of the measure, which will hardly diminish the number of suicides, and tends to deprive the public of a necessary disinfectant, a valuable insecticide and a first aid to the injured. It was resolved to appoint a committee of three, which is to confer with the other local associations and to act against the ordinance. The question whether the association should remain affiliated with the N. A. R. D. was decided in the affirmative, for the majority of the members felt hopeful that the National Association might still do some good for the druggists of New York city. J. Weinstein was elected a delegate to the convention at St. Louis, October 10-14 next.

It was moved and carried to hire the Vienna for one year as a permanent place for the meetings of the association. After the financial secretary had reported the income at the meeting was \$13, with expenses of \$5.25, the meeting adjourned.

A PHARMACIST NOMINATED FOR OFFICE.

Pharmacy in the State of New York has been signally honored by the Democratic party in the nomination for the elevated and responsible office of State Treasurer of William Muench, of Syracuse, a former president of the New York State Pharmaceutical Association and a highly respected member of the craft. Mr. Muench is known to his fellow members of the State Association as the embodiment of all the sterling virtues, being characterized by a rugged honesty of statement and deed that speak for probity of character and an integrity that will bear the utmost scrutiny. Mr. Muench was elected president of the New York State Pharmaceutical Association at the



WM. MUENCH, of Syracuse.

The New York State Democratic Nominee for State Treasurer.

twenty-first annual meeting, held at Albany in 1899, and his incumbency of the office was a most creditable one. He has always been an advocate of organization and unity of action among pharmacists, and has himself been aggressive in presenting the claims of pharmacists before the Legislature when amendments to the existing laws were sought or new legislation asked for. His nomination has been hailed with intense satisfaction in his home city of Syracuse. In his personal traits Mr. Muench resembles in many ways the late Dr. Charles Rice, being direct and straightforward in his speech, while his accent has just the faintest suggestion of the rich tones of the Hohenzollerner. Mr. Muench is a native of Germany, having been born in Hohenzollern, August 14, 1850. He removed to Syracuse when 17 years of age, and became clerk in a drug store. After the usual period of apprenticeship he went into business for himself, and still conducts a successful pharmacy in Syracuse. He has always been more or less active in civic affairs, having been at one time Civil Service Commissioner, and at another Excise Commissioner. Pharmacists of all political affiliations are expected to support Mr. Muench without regard to party. As we have said, his nomination honors pharmacy, and this fact, in connection with his own sterling qualities, will undoubtedly insure him the united support of all members of the craft in this State.

Massachusetts College of Pharmacy Gets \$50,000.

Boston, Sept. 29.—By the will of Mrs. Sarah E. Potter, of 284 Commonwealth avenue, who died September 23, \$50,000 is left to the Massachusetts College of Pharmacy. To the city of New Bedford is left \$250,000; to the Kindergarten for the Blind at Jamaica Plain, \$100,000, and to the Gray Herbarium of Harvard University, \$50,000. The entire estate amounted to about \$3,500,000. Mrs. Potter was the widow of the late Warren D. Potter. She died at Clifton Cottage, Beverly, Mass.

THE MANHATTAN ASSOCIATION.**The Scholarship Controversy Settled—The Manhattan Association Approves of the Board of Health Carbolic Acid Ordinance.**

The controversy over the Manhattan scholarship which has been on for some time past in the Manhattan Pharmaceutical Association was finally settled at the regular monthly meeting of the association at the College of Pharmacy Monday night, September 19. Chairman William C. Alpers of the special committee in charge of the matter offered the following resolution:

Resolved, That the scholarship established by the Manhattan Pharmaceutical Association shall consist of a two years' course (junior and senior course), giving the holder of the scholarship the option of also taking the post-graduate course, provided he is fully qualified for same. If the holder fails to pass the examination at the end of either year a new candidate shall be selected.

The selection of the candidate and the methods of examination of applicants for this scholarship are to be left to the Board of Trustees of the College of Pharmacy; but no applicant will be accepted unless he has qualified before the Board of Regents.

The resolution was signed by William C. Alpers, Thomas Latham and Reuben R. Smith.

Mr. Ebbitt moved the adoption of the report, and a lively discussion ensued, in which Messrs. Schweinfurth, Simmons, Diner, Timmerman, Smith, Hitchcock and others participated.

The question was then put to a vote, and resulted in a tie, the ballot standing 8 to 8. President Collins then cast the deciding vote in favor of the adoption of the committee's resolution, and the matter was thus finally disposed of. Secretary Swann declined to vote.

The proposition as decided upon is not the plan which was strongly urged at a previous meeting by Mr. Bakst and others, representing the East Side contingent in the Manhattan Association. This element, particularly Mr. Bakst, advocated a junior course, or, more strictly speaking, a two years' course, starting with the junior year and ending with the senior, without any post-graduate provision. But Mr. Bakst and his following were not present at the last meeting.

President Collins called the meeting to order at 9.15 p.m. In his opening remarks he spoke feelingly of the loss to the association by the death of James Rogers. After the minutes of the June meeting had been approved as read, with one slight correction, Treasurer Hitchcock reported as follows:

Balance on hand last meeting.....	\$190.20
Received from Legal Committee.....	12.41
Received in dues.....	137.50
Total	\$340.11
Disbursements	45.50
Balance	\$294.61

The report was approved. On behalf of the Legal Defense Committee Mr. Collins reported that a certain member had been charged by the Board of Pharmacy with selling tincture of iodine made with wood alcohol. The member refused to accept the ruling of the board and, securing an independent chemist, his analysis showed that the tincture had been correctly made. The Legal Defense Committee informed the member that if he would secure the services of the counsel to the association, and if it were shown on trial by the decision of the court that the member was innocent, the association would pay all expenses, up to \$100. If, on the contrary, the court's decision should be against the member he was to pay his own expenses of the trial.

The committee's report was formally approved.

The resignation of Sidney Faber was read and was accepted with regrets.

The carbolic acid matter then came up. Communications were read from the Kings County Society and the New York Retail Druggists' Association asking the Manhattan to join with other pharmaceutical organizations in a conference with Health Commissioner Darlington. On motion of Secretary Swann the matter was referred to the Committee on Trade Interests.

Messrs. Hitchcock, Alpers and Smith spoke warmly in favor of the Health Department's action and believed the department should be commended. Mr. Diner made a motion (which was adopted) that the Committee on Trade Interests be instructed

to indorse the action of the department and that the committee so inform the Board of Health, and, furthermore, to ask the president of the board to take up the sale of catarrh snuffs containing cocaine.

Mr. Haddad asked that information be secured by the committee as to whether the new law includes crude carbolic acid.

President Collins announced the following appointments:

Jacob Diner, member of the Legislative Committee.

R. Timmerman, member of the Entertainment Committee.

Mr. Hitchcock moved that a committee of three be appointed to draft resolutions on the death of James Rogers, to have the same engrossed and presented to the sorrowing family. President Collins appointed Messrs. Hitchcock, Swann and Alpers on such a committee.

S. Furuta, a pharmacist from Japan, was given the privilege of the floor and interested the members with a few remarks on carbolic acid.

The meeting then adjourned.

KINGS COUNTY PHARMACEUTICAL SOCIETY.

Season Opens with a Well Attended Meeting—Brooklyn College Matriculates Largest Class in Its History—Dr. Muir Blows the Horn for Brooklyn.

The first meeting of the Kings County Pharmaceutical Society since the summer recess was held at the Brooklyn College of Pharmacy Tuesday, September 13. President Adrian Paradis occupied the chair and there were between 25 and 30 members present. After the minutes had been approved as read by Secretary Hegeman, routine business was disposed of. Three applications for membership were received and one new member was elected. Treasurer Ray reported a balance on hand in the society's treasury of \$469.20.

For the Committee on Supervision of the College, William Muir reported that the junior class this coming season would be the largest in the history of the college. So far, he said, 165 students had matriculated, which was double any previous matriculation up to that date. This spoke well for the college, he said; it showed that the institution and its faculty were appreciated. He expressed the hope that the coming year would be a prosperous and successful one for the college, and added that with such a large class the college would be able to materially reduce its indebtedness. Besides the junior class, the senior class would number about 80 students, making a total attendance of close on to 280, taking into account those who will probably register later in the junior class.

Dr. Muir then reported on the State meeting at Brighton Beach. "You were all there," said he, "and know what a success it was." He thanked Brooklyn druggists for their hearty co-operation and substantial support. They were more loyal, he said, than were the druggists of Manhattan. "We have to do a little blowing in our own home," he continued. "We collected more money in Brooklyn for the State meeting than we did in Manhattan. We are better organized here in Brooklyn, and the work we did shows the value of organization." The meeting, he said, undoubtedly did a great deal toward uplifting pharmacy in this State.

William C. Anderson made a verbal report on the meeting of the American Pharmaceutical Association in Kansas City. The convention, he said, was in every way a marked success. He said much interest was manifested in the step taken by New York State in passing the Prerequisite Clause bill, and he felt confident that New York's example would be followed sooner or later by other States.

Dr. Tuthill also reported on the Kansas City meeting, dwelling particularly on the movement which was given an added impetus at the convention—namely, the plan to establish an interchangeable certificate or license system among the various States.

The condition of pharmacists in the State hospitals was brought up by Dr. Muir. "Every pharmaceutical association," said he, "should do everything it can to advance the status of

these pharmacists. Now they rank lower than even the engineers and electricians in the hospitals. They get \$40 a month salary and have to eat with the help, whereas electricians are paid \$100 a month and dine with the professional staff. Some action certainly should be taken. All of these pharmacists have to pass examinations; they are not misfits. They should be well paid."

It was decided to appoint a committee of three to co-operate with the State Association committee in the movement to better the condition of such pharmacists. A full account of the action taken by the society in regard to combating the recent amendment to the Sanitary Code prohibiting the sale of carbolic acid except in weak solution is given in a separate article elsewhere in this issue.

DRUG INCORPORATIONS.

Certificates of incorporation have been filed since our last report of the following new concerns:

The Beverly Chemical & Supply Company, Beverly, Mass. Incorporators: James A. Torrey, Josiah H. Brown, William A. Lee, David C. Smith and William W. Merrill. Capital, \$10,000.

The James A. Blanchard Company, New York. Directors: James A. Blanchard, M. P. Smith, and E. S. Grant. Object: to deal in drugs. Capital, \$150,000.

The Broad Street Pharmacy, Southern Pines, N. C. Incorporators: R. E. Gayer, D. F. McAdams and J. E. Saintasing. Object: to manufacture and sell drugs, chemicals, etc. Capital, \$2,000.

The Empire State Ginseng Company, Syracuse, N. Y. Incorporators and directors: H. I. Davey, E. J. Weeks and J. N. Scism. Object: to cultivate medicine plants. Capital, \$50,000.

The Ferronolds Manufacturing Company, New York. Directors: Leo Dreyfus, Harry Marquet and J. P. Colonel. Object: to manufacture patent medicines. Capital, \$100,000.

S. E. Howard's Son & Co., Port Ewen, N. Y. Incorporators: W. C. Howard, G. R. Altken and Alexander Wilson. Object: to manufacture and deal in druggists' supplies. Capital, \$85,000.

Manhattan Eye Salve Company, Owensboro, Ky. Capital, \$50,000.

The Matthew Remedy Company, New York. Directors: N. M. Matthews, J. M. Larkin and P. M. Lawrence. Object: to manufacture medicines. Capital, \$20,000.

Mutual Medicine Company, South Berwick, Me. President and treasurer, William Thompson. Capital, \$1,000,000.

The New Discovery Medicine Company, Laurens, S. C. Incorporators: John A. Madden, A. E. Hill and T. J. Duckett. Object: to manufacture and sell patent medicines. Capital, \$5,000.

The Palmetto Drug Company, Georgetown, S. C. Incorporators: L. B. Salters and W. N. Jacobs. Capital, \$5,000.

Pfabe-Williams Apothecary Company, Davenport, Ia. Incorporators: Richard Pfabe, William F. Williams and Edson C. Cole. Object: to manufacture and sell drugs and medicines of all kinds, and to deal in druggists' sundries, etc. Capital, \$15,000.

The Phoenix Perfumery Company, Detroit, Mich. Trustee: Edward A. Flake. Object: to conduct a perfumery business. Capital, \$2,000.

The Scentispray Company, Toledo, Ohio. Incorporators: F. A. Brown, W. F. Wuerfel and E. H. Voss. Object: to make slot machines for the vending of perfume. Capital, \$10,000.

The Tompkins-Corbin Company, Armonk, N. Y. Incorporators: Mrs. J. W. Corbin, Mrs. A. L. Wiley and J. W. Corbin. Object: to manufacture and sell patent medicines. Capital, \$50,000.

The R. W. Whitlatch Company, Oyster Bay, N. Y. Directors: R. W. Whitlatch, E. W. Lyon and T. L. Bailey. Object: to manufacture and sell pharmaceutical preparations. Capital, \$50,000.

American Bensonizer Company, New York. Incorporators: C. P. Benson, C. M. Bradford and E. H. Fallows. Object: to manufacture patent medicines. Capital, \$150,000.

Harrison Importing Company, Huntington, N. Y. Incorporators: Henry M. Brigham, Egbert V. Nelson and Henry Dauer. Object: to manufacture, sell, import and deal in all kinds of drugs, chemicals, perfumes, toilet articles, etc. Capital, \$10,000.

The Sax-Ease Remedy Company, Cincinnati, Ohio. Incorporators: H. H. Merrell, W. E. McCall, E. H. French, H. C. Stephens and C. E. Sheel. Object: to manufacture medicines and pharmaceutical preparations. Capital, \$25,000.

DIED.

ACKERSON.—In Brooklyn, N. Y., on Tuesday, September 20, Wilbur Ackerson, in the thirtieth year of his age.

BIGONY.—In Camden, N. J., on Monday, September 19, Ambrose P. Bigony, in the forty-second year of his age.

BUCK.—In Toulminville, Ala., on Saturday, September 17, Capt. E. H. Buck.

MINER.—In New York, N. Y., on Monday, September 19, James A. Miner, vice-president of the Alpers Chemical Company, in the sixty-sixth year of his age.

SCHILLING.—In Hattiesburg, Miss., on Monday, September 12, Dr. Felix E. Schilling, in the thirty-second year of his age.

SMITH.—In Kankakee, Ill., on Tuesday, September 13, Joe E. Smith, in the forty-seventh year of his age.

WAYT.—In Staunton, Va., on Sunday, September 18, Dr. Newton Wayt, in the sixty-eighth year of his age.

BOSTON DRUGGISTS ORGANIZE.

Enthusiasm at Organization Meeting—N. A. R. D. Speakers in Evidence—The Keynote of Business Sentiment.

Boston, September 21.—An enthusiastic meeting of the druggists of this city was held last evening at the College of Pharmacy building. Much business was transacted, everything moved smoothly, and those who planned the meeting have reason to be pleased with the results. The wants of the inner man also received liberal attention from the committee, and this feature received enthusiastic appreciation.

Henry Canning occupied the chair, and F. W. Archer, Ph.G., was elected temporary secretary. Mr. Canning stated that the object of the meeting was to adopt a constitution and by-laws and effect a better organization, which was to take pattern after other cities where conditions were formerly as bad or worse than in Boston. To accomplish this there must be a union of forces. Manufacturers have it in their power to regulate prices, but they will not do it unless retailers make the demand. At St. Louis some manufacturers, we hope many, may adopt the serial number on some such scheme, but may expect nothing if the trade fails to support our organization.

Frank F. Ernst, Ph.G., chairman of the Executive Committee, said that it was deemed best to hold a meeting to strike the keynote of business sentiment. Retailers should stand together for their legal rights and the necessary profit. Delegates should be elected to attend the St. Louis meeting, each of whom should support the N. A. R. D. and home affairs. Wholesalers and others have given the Executive Committee positive assurances of support, and we are gratified at the large attendance. We are going to start on a platform which cannot be beaten, stick together and abjure petty schemes to circumvent any method which may be adopted.

The constitution and by-laws were next read by Mr. Canning. The name adopted was the Boston Association of Retail Druggists, and the object is to unite the retail druggists of Greater Boston more closely, to co-operate for the common benefit of all, to abate trade abuses, to disseminate useful information and to expose fraud and adulteration. After minor changes the constitution and by-laws were adopted.

The next business was the election of officers, Henry Canning being chosen for president by a rising vote. Mr. Canning stated that he would be remiss not to acknowledge the spontaneous outburst, and he would consent to serve until some hustling young man could be discovered. He promised his best efforts, as had been given in the past.

George W. Cobb said that the first meeting of Hub retailers he ever attended was in 1882, at the old College of Pharmacy building. At that time Mr. Canning presided, and was more capable now than 22 years ago. The remaining officers follow: Vice-Presidents, F. F. Ernst, Ph.G., and C. A. Stover, Ph.G.; secretary, John J. Tobin; treasurer, John G. Godding, Ph.G., Executive Committee, the presidents of the 11 auxiliaries and the president of the parent body. Messrs. Ernst, Stoves and Godding promised their best efforts, and were pleased to serve under Mr. Canning. Mr. Tobin, through illness, was absent.

C. P. Flynn, L. G. Heinritz and J. B. Duble made addresses, reviewing the work of the N. A. R. D.

RESOLUTIONS SUPPORTING THE N. A. R. D.

William D. Wheeler, Ph.G., then offered the following resolution, which was unanimously adopted:

Whereas, The action of the N. A. R. D. at its approaching convention will be awaited with much concern by our brotherhood throughout the land, therefore it seems expedient that we, an integral part of such association, do make known our stand.

Resolved, That we heartily indorse the direct contract serial numbering plan for the marketing of proprietaries. This plan, even in its infancy, betokens so much, calling into concerted action the three parties by the union of which alone can benefit be derived.

Resolved, That our delegates be instructed for its adoption or some protection plan that will bring about the friendly feeling necessary to be displayed in furtherance of such plan, and if a minimum price must be granted that nothing below 80 cents be accepted and that this shall be the advertised price, and not as now \$1, or 6 for \$5.

POPULAR SUBSCRIPTIONS TO DEFRAY DELEGATES' EXPENSES.

President Canning then presented the question of funds to defray the expenses of the St. Louis delegation. W. D. Wheeler, Ph.G., suggested that the money be raised by popular subscription, and headed the list with an offer of \$5. Other contributors of a like sum were: Prof. E. H. La Pierre, Ph.G.; J. G. Godding, Ph.G.; P. C. Klein, Ph.G.; Mr. Rintels, Henry Canning, Frank Tucker, J. J. Naughton, E. G. Bosson, J. E. Lynch, Ph. G.; P. J. McCormick, F. F. Ernst, Ph. G.; Mr. Gilcrease, G. W. Cobb, J. J. McIntyre, Wm. Corner, Ph.G.; C. P. Flynn, L. A. Lebowich, Ph.C.; T. T. Reid, Ph.G.; C. H. Packard, Ph. G.; S. Webster & Co., A. G. Wrightman. Connolly & Davis, F. W. Archer, Billings & Stover, L. H. Smith, Ph. G.; W. L. Sweet, A. L. Kimball, J. M. O'Brien, J. P. Gammon, Ph.G.; W. F. Sawyer and L. D. Drury, Ph.G.

C. P. Flynn offered a resolution instructing the delegates to the N. A. R. D. convention to do all in their power for the appointment of an executive for New England, and in behalf of W. D. Wheeler, Ph.G., of this State, this was adopted:

Resolves of thanks were then in order. Messrs. Kaizer and Lincoln, the N. A. R. D. organizers, were remembered for their work in this district; the N. A. R. D. for sending Mr. Duble to address the gathering; the wholesalers and all of those who contributed to the success of the gathering; and, lastly, L. G. Heinritz, Ph.G., who attended the meeting despite indisposition, and at much inconvenience and discomfort.

DELEGATES TO THE ST. LOUIS MEETING.

The latter portion of the business was transacted while the ballots were being counted for N. A. R. D. delegates, the nominations for which had been previously made. These delegates were declared elected: Henry Canning, J. J. Naughton, W. D. Wheeler, Ph.G.; I. P. Gammon, Ph.G.; J. J. Tobin, C. P. Flynn, C. H. Davis, Ph.G.; F. F. Ernst, Ph.G.; Frank Tucker, C. A. Stover, Ph.G., and G. W. Cobb. Alternates: C. W. Freeman, C. H. Packard, Ph.G.; G. L. Pierce, P. J. McCormick and Mr. Brown. The chair was empowered to name the balance of the delegates, and then the meeting adjourned.

Still Another New Drug Journal.

The Trade Advertising Company, of Chicago, announce the publication of a new pharmaceutical periodical to be called *The Independent Druggist and Advertising Economist*, edited by Louis Kaminsky and Wilhelm Bodemann. The inscription on the letter heads of the new venture tells the reader that the periodical is "dedicated to men who think." Mr. Bodemann is described as a man favorably known to all the drug trade of America and Europe as an expounder of correct drug doctrines. The publishers offer insertions of page advertisements free to advertisers in the September issue. The chief editor of the new periodical has never distinguished himself as a contributor to pharmaceutical literature, and his message to pharmacy will be awaited with considerable expectancy in view of his unknown qualities as an editor. His name, however, is not wholly unknown in drug circles, as he was, we believe, associated at one time with the Sawyer Medicine Company, which became widely known some years ago. Mr. Kaminsky is, or was, also president of the Make-Man Tablet Company and prepared a paper on the Relationship of the Jobber to Retail Druggists for presentation to the Wisconsin Pharmaceutical Association, which, according to the author, he was prevented from reading by the jobbers of Wisconsin.

MR. BODEMANN DENIES HAVING ANY CONNECTION WITH THE PAPER.

The following dispatch has been received from our Chicago correspondent:

Chicago, September 28.—The first number of a new drug paper, the *Independent Druggist*, has just appeared. It is edited by Louis Kaminsky and advocates the direct contract plan. W. Bodemann was one of the contributors to the first number, but denies having any connection with the publication.

WESTERN NEW YORK.

Business Outlook Only Fair—The N. A. R. D. Meeting—Discontent with Prerequisite Clause.*(From our Regular Correspondent.)*

Buffalo, September 27.—There is a slight improvement reported in some of the Buffalo drug stores of late, but it is not of great account, so that it is predicted that it will all be needed to make good the natural decline in trade that usually takes place in October. As a rule, the Buffalo retailer is not very hopeful, unless it is on account of the possibility he finds of making a living pretty generally in spite of the worst possible competition. It seems to be accepted that the trade generally is engaged in waiting till the price cutters have done their worst, with the assurance that they will after a certain time be willing to maintain prices. The collection of dues of the Erie County Pharmaceutical Association, just completed, has never been made so easily and the finances of the association are in the best possible condition. All of which seems to indicate that this is a period of waiting and conservation of force for the proper time to arrive for action.

DELEGATES TO ST LOUIS NOT YET APPOINTED.

President Darrin of the association has not yet made the appointments to the St. Louis Convention of the N. A. R. D. and may go himself as one of the delegates. He is very anxious to send an able, working delegation, especially on account of the cut-price legislation that is expected to come up at the meeting. There seems to be more and more demand for the direct contract plan, so that it will have to be tried sooner or later. With it in operation it is felt that the proprietary manufacturers can hold up the prices if they will.

Thomas Voegell, an influential member of the Executive Committee of the N. A. R. D., passed through Buffalo the other day on his way from Minneapolis to Boston and stopped off to confer with J. A. Lockie, the Buffalo member of the committee. There will be much to do when the committee is ready for a session and many preliminaries that are possible will be valuable. Mr. Voegell is in Boston to attend a meeting of the Drug Merchants of America.

BUFFALO NOTES

Quite a number of Buffalo druggists and others are interested in the development of tropical industries. Horace P. Hayes, who owns two or three large retail stores in the city and is active in one of the leading buying companies made up of retail drug members, also finds time to be the president of the Tropical Improvement Company, which is engaged in raising fruits on the Isle of Pines, near Cuba. He has just gone on a trip to the island to look over the progress of the improvements the company has made since buying the property.

There is promise of a large opening class in the Buffalo College of Pharmacy which opens October 6. Students are flocking in, and they are more than ever welcome, as there is a decided scarcity of clerks in the city drug stores and there is prospect of a continuation of the lack of available junior help. It is said that there is some disposition to take advantage of the new requirement of college instruction to lead up to a full pharmacist license. The young men are dividing sharply on the lines laid down. Those who can take a college course are presuming on the fact and are asking as high as \$12 a week in some instances for their services in a drug store. On the other hand, those who feel that they cannot take a college course say there is no use of their entering a drug store, as they will never be able to take charge of a store.

The non-college druggist, even in a pharmacy-college town, is often very bitter against the prerequisite law and there is said to be a very determined movement already on foot to repeal the law at Albany the coming winter. Even some of the legislators are reported as saying that they are not in favor of it and allowed it to go past recall because they had no idea that it would be able to pass.

PENNSYLVANIA.

The State Pharmacy Board Has Authorized the Prosecution for Adulteration—In Memory of Mr. Weightman.*(From our Regular Correspondent.)*

Philadelphia, September 28.—The Philadelphia College of Pharmacy has opened up for another season. The classes this year are the largest in the history of this institution. The college is in full swing, and not only departments in which future druggists are to secure their knowledge have been fitted up with all the latest devices, but there has also been inventions made which will give to the students an opportunity to test their skill in the physical work as well. The nucleus for a football team this year is better than ever before, and it is believed that the Philadelphia College of Pharmacy's team will rank high among the minor college teams of this city. The college house at 112 North Eighteenth street, which was secured through the late Mr. Weightman, was opened last week and is now ready for all students who care to live at this place. During the meeting of the Brotherhood of St. Andrew here last week a number of the members of this religious fraternity were quartered in this building. However, the students now have charge and everything is to be done to make this an ideal home, and, if possible, make the boarder's term while there very pleasant.

PHARMACY BOARD MAY PROSECUTE FOR ADULTERATION.

The president and officers of the State Pharmaceutical Examining Board have been informed by Attorney-General Carson that it is proper for that body to bring suit against manufacturers and vendors in order to prevent adulterations, alterations and substitutions in drugs and medicinal preparations. Attorney-General Carson says the matter is fully covered by the act of May, 1897, which provides that no person shall, within the State, manufacture for sale, offer for sale or sell any drug which is adulterated. The question arose when the board learned that druggists were selling bogus Jamaica ginger, composed of capsicum, grains of paradise, or other pungent or hot drug, and water, with just sufficient alcohol to keep it from souring and a small quantity of ginger to impart certain characteristics of the genuine article, and the Attorney-General was asked regarding prosecution of the sellers of bogus drugs.

REMEMBRANCES FOR EMPLOYEES OF POWERS & WEIGHTMAN.

A surprise was in store for the employees of the late William Weightman, of the firm of Powers & Weightman, chemical manufacturers, when they drew their weekly salary on September 10. Mr. Weightman had been an unusually kind employer and during his many years of active business life he had performed many charitable acts, pensioning some of his employees who had served him faithfully. With this in mind, the employees thought they would be remembered in some manner. Before preparing the wages of the 600 employees a call was made on a local bank for 600 new \$20 gold certificates. When the pay was made up one of the certificates was placed in each envelope, and with it this simple announcement:

REMEMBRANCE
FROM

ESTATE OF WILLIAM WEIGHTMAN, DECEASED.

The first person to get an envelope was a girl who had not heard the rumor. She tore open the envelope and pulled out her wages with the new \$20 note additional. "Oh, there's been a mistake somewhere!" she said, and had started back to the office, when the printed slip fell from the envelope, informing her of the gift.

M. N. Kline, of the firm of Smith, Kline & French Company, has returned from a pleasant trip to the St. Louis Exposition. During his stay in that city he visited the drug houses and thoroughly inspected the various drug exhibits of his competitors. This firm has an interesting display of its Eskay's Food and other articles which it manufactures.

THE WEST.

Enthusiastic C. R. D. A. Meeting—Druggists Favor New Charter—The New Telephone Slug Plan—Delegates to the St. Louis Meeting—More Cocaine Prosecutions.

(From our Regular Correspondent.)

Chicago, September 28.—The special meeting of the Chicago Retail Druggists' Association was large and enthusiastic, and several matters of importance to the trade were considered. President Avery explained that the meeting was called for a threefold object—to discuss the new Chicago charter proposition, which deserves the support of all local druggists; to investigate the plan of using the new Yale lock slug; to select delegates to the N. A. R. D. convention in St. Louis for October 10 to 14. William P. Sidley, of the Union League Club's Political Action Committee, delivered an address in regard to the new charter, after which a resolution indorsing the movement and pledging support was passed. Mr. McDonald, of the Chicago Telephone Company, explained the telephone slug plan, and the matter was referred to the Executive Board. The action of the Executive Board in appropriating \$15 for the expenses of each of the delegates to the St. Louis convention was approved. The following delegates were then elected: Walter H. Gale, John I. Straw, W. W. Klore, Henry F. Schaper, I. M. Light, I. L. Quales, Jos. E. Grubb, Geo. Bollinger, Wm. Krizen, Andrew Schere, Jas. P. Crowley, B. A. Tyler. President Avery also appointed Wm. Bodemann, F. H. Kellett, S. C. Yeomans and Wm. Forsythe. President Avery will also go. The selection of alternates was left to the president. Resolutions indorsing the direct contract plan, meant for the guidance of delegates at the convention, were adopted after an address by President Avery.

FINED FOR SELLING COCAINE.

The end of the cocaine agitation is not yet in sight. More cases of the ruin wrought by the drug have come to light, and more druggists who have been bringing the local trade into unpleasant notoriety have been fined. Adolph Brendecke, proprietor of the Central Pharmacy, 260 West Randolph street, has been fined \$100 and costs by Justice Doooley at the Desplaines street police station. A cocaine "fiend," who was fined by Justice Caverly, said it was an easy matter to buy cocaine in a large number of South Side stores, and the police are trying to get evidence against the offenders.

NEW QUARTERS FOR THE DALE & SEMPILL DRUG COMPANY.

The Dale & Sempill Drug Company, for so many years at Clark and Madison streets, has secured a new store, where the business is to be conducted as in the past. This store is in the Heyworth Building, at the southwest corner of Wabash avenue and Madison street. W. M. Sempill has obtained a ten-year lease of this stand. The building is not yet finished. The main entrance will be on Madison street, and the drug store will be just west of the big doorway. The store will be about the same size as that now occupied by Dale & Sempill, 20 x 60. As the basement has been rented to Carson, Pirie, Scott & Co., dry goods dealers, there will be no storage room and it will be necessary to use what space there is as economically as possible. The building will be 18 stories high, and four or five floors will be fitted up specially for doctors' offices.

CHICAGO NOTES.

Paul Mindmueller and Herman Ellich, proprietors of the Northwestern Pharmacy, at 1218 Milwaukee avenue, were recently held up by two masked men, who secured \$25 from the cash drawer. Albert J. Ketterling, 525 West Van Buren street, was attacked and brutally beaten by three masked men, who secured \$50. George Thornhill, 3858 Grand boulevard, also received a visit from thieves, who took \$15 from the cash till.

A woman dressed as professional nurse swindled a Thirty-seventh street druggist out of some goods recently. She wanted \$8 worth of stuff, and would probably have been given all she asked for only for the fact that the goods were not in stock.

C. Tonneson has started a store at 2109 West Lake street.

He was formerly with the Christenson Pharmacy on North avenue.

James Ruzicka has opened store at 161 North Forty-eighth street.

R. J. Sawyer, a druggist, of Menominee, Mich., nearly lost his life on Green Bay recently. He was a member of a party that drifted 30 hours in an open boat in a storm.

The Wabash will run a special train to the N. A. R. D. Convention at St. Louis October 10-14. It is likely that it will be necessary to run this train in several sections, owing to the fact that druggists from Wisconsin, Michigan, Northern Indiana, Northern Ohio and Western Pennsylvania are planning to route their tickets via Chicago and intend to use this train.

O. G. Bell, president and general manager of the Norwich Pharmacal Company, has been in town recently in conference with his local manager, Mr. Kenyon. He was accompanied by Harry Noonan, the manager of the New York office. They report that their building is progressing nicely and will be ready for occupancy January 1. The fire which destroyed five of their buildings in June delayed shipments, but they are now filling orders without delay.

Gilbert Christy, F. L. S., of Thomas Christy & Co., London, was a guest at the Chicago Drug Trade Club recently, accompanied by Dr. W. C. Abbott and S. H. Gunder. Mr. Christy had been some time at the Louisiana Purchase Exposition and was on his way to Yellowstone Park.

At the last meeting of the Board of Directors of the Chicago Board of Trade Club the following were made members of that body: Charles H. Fletcher, president of the Centaur Company, New York; George A. McGriff, manager of the Berry Chemical Company, Chicago; George Merck, manager of Merck & Co., New York.

John Wilkinson, 65 years old, secretary of the Hope Chemical Company, was fatally burned in a fire which damaged the barn at the rear of his residence, 482 La Salle avenue, last Wednesday evening. He died of his injuries at the Alexin Brothers' Hospital.

Baseball is still receiving much of the attention from druggists. The weather has been so fine for several months that there has been little necessity for issuing "rain tickets."

A shabby youth told Dr. Nicholas Re, 438 Dearborne street, that he had been commissioned to kill him, but that he was willing to be bribed if Re happened to have \$5 handy. It is supposed that the man is demented. One of the yellow journals found material for a "black hand" story in the affair. The police, however, can see nothing of the sort in it.

SOUTHERN NEWS NOTES.

New Orleans, La., September 25.—The drug trade in New Orleans is quiet at present. Little out of the ordinary is going on and there is little probability of anything startling turning up.

Preparations and arrangements for the reception of delegates to the convention of the National Wholesale Druggists' Association are continuing and an interesting programme is being mapped out. It will be ready for publication within the next three weeks.

F. C. Godbold, the well-known uptown druggist, has returned from Kansas City, where he attended the convention of the American Pharmaceutical Association. Mr. Godbold was enthusiastic over the organization of the National Association of Boards of Pharmacy. He regards it as a great scheme and says he had been trying for 15 years to have just such an idea adopted. Speaking of the first attempts made to form such an association, Mr. Godbold said that 12 years ago New York was bitterly opposed to the idea. Now that State is in favor of it and its State Board of Pharmacy is represented.

M. Bernstein, the Shreveport druggist, who was signally honored in being selected as secretary-treasurer of the National Association of Boards of Pharmacy, is receiving many congratulations from his friends. Mr. Bernstein is popular in this city and all his friends here are rejoicing at the honor that has been bestowed upon him.

The Drug and Chemical Market

The prices quoted in this report are those current in the wholesale market, and higher prices are paid for retail lots.
The quality of goods frequently necessitates a wide range of prices.

Condition of Trade.

New York, October 1, 1904.

Trade in drugs and chemicals has been of a more active character since our last, and the tendency of values, as shown by price changes, is distinctly upward. The firmness which has characterized the quinine market for several weeks past continues to be a feature of the situation, there being little obtainable at less than manufacturers' prices. Dealers generally are encouraged by the healthy state of business to take advantage of every opportunity that presents itself for securing better returns for their goods, and though competition has forced down prices in some instances, this applies principally to manufactured goods, and the general line of crude drugs and staple products are held with increased strength, prices on several items showing substantial advances. Ergot is fractionally higher and cantharides are firmly held at an advance. Menthol has taken a turn for the better and carbolic acid is higher, in sympathy with the position of the article abroad. Chloroform is lower under the influence of competition. The outlook for olive oil points to a rising market, and higher prices will undoubtedly prevail this season.

HIGHER.

Aloin,
Menthol,
Spermaceti,
Acetic acid,
Cantharides,
Manna,
Lycopodium,
Carbolic acid,
Angostura bark,
Black haw bark,
Cacao butter,
Acetate of lime, gray,
Carbonate of potash,
Prussiate of soda,
Olive oil,
Cassia buds.

LOWER.

Peppermint oil,
Carnauba wax,
Clove oil,
Chloroform.

Drugs.

Aloin shows a further advance since our last, and holders now name 40c to 45c as the range, according to quantity and seller.

Arnica flowers continue inquired for, and previous prices are well sustained, recent sales being at 9½c to 10½c, as to quality and quantity.

Balsams.—Copaiba continues inquired for, with Central American given the preference, and the market remains steady on the previous basis of 30½c to 35c, as to quality and quantity, recent sales of Para were at 35c to 37c. Fir is well sustained at the range of \$3.40 to \$3.60 for Canada, and 90c to \$1.10 for Oregon, as to quantity and style of package. Peru is held with more firmness in consequence of scarcity of supplies, and \$1.15 to \$1.20 has been paid for small lots. Tolu is jobbing quite actively, and values are steadily maintained at 22c to 24c.

Barks.—Angostura continues in light supply, and prices are firmly maintained at the previous range of 45c to 50c. Bayberry is in improved position, and prices have advanced to 7½c to 8c. Cascara sagrada is without new feature of consequence either as regards price or demand, sales being made as to age at 7½c to 16c. Buckthorn is quiet but steady under light supplies at 5½c to 7c, as to quality and quantity. Black haw is in reduced supply, and prices are firmly maintained at the range of 20c to 22c. Sassafras is held with marked firmness, in view of the scarcity of spot supplies and lack of important offerings from the country; quotations are 12c to 14c.

Canabis indica is held and selling fairly at 92½c to 95c for tops, as to quality and quantity.

Cantharides are held with considerable strength and higher

prices are now named for both Russian and Chinese. The spot stock of the former variety is small and under good control and holders generally name \$1.60 to \$1.80; Chinese files are quoted anywhere from 55c to 65c, as to quantity and seller.

Cassia buds are in light supply and firm, with holders now asking 17c to 20c, as to quantity.

Chamomile flowers continue in demand and values are well sustained at the range of 11½c to 15c for new and 9c to 9½c for old German; Roman are fairly well sustained at previous quotations of 10c to 14c for last year's and up to 16c for this year's crop.

Chloroform has been reduced by the makers to the range of 40c to 45c, the inside figure being for 50-lb. lots. Competition among manufacturers is believed to have prompted the decline.

Coca leaves are in moderate request, with values steadily maintained at the range of 16½c to 18½c for Truxillo and 28c to 30c for Huanuco.

Codliver oil is in better jobbing demand and the outlook is favorable to further improvement as the active consuming season approaches. Prices ranging from \$44 to \$48 are being obtained for Norwegian, as to brand, while Newfoundland is held and selling at \$42 to \$44.

Cuttlefish bone remains quiet and some pressure to sell is being evinced, though prices are not quotably changed, Trieste being quoted at 15c to 16c, jewelers' large at 44c to 50c and jewelers' small at 45c to 54c.

Ergot is maintained in firm position, owing to the strong tenor of advices from primary sources; while the general range of quotations for Russian is 40c to 41c, small lots can be picked up for 39c; Spanish is held and selling at the previous range of 41c to 42c.

Lycopodium shows an advancing tendency, and the market is firmer and higher with nothing offering below 80c and 85c named in instances.

Manna, small flake, is firmer, and the general range of prices is 33c to 34c, as to quality and quantity; large flake held at 50c and sorts at 30c.

Menthol is cabled higher in Japan, and with an improvement in the local demand holders have advanced their views to the limit of \$3.50, though sales are making in a small way at \$3.15.

Opium continues in moderately active demand and steady in price. We hear of sales at \$2.65 to \$2.67½ for cases, and \$2.67½ to \$2.70 for broken lots; powdered is held and selling fairly at \$3.25 to \$3.35.

Quinine is in good demand, and the market retains a firm undertone, with manufacturers' prices well sustained on the basis of 21c for bulk in 100-oz. tins. Makers incline to the view that higher prices will yet prevail and adhere to the policy of cutting down large orders to what they deem actual consuming requirements. Second hands are not quoting below the range established by manufacturers.

Santonine has moved into firm position, prices being maintained with considerable steadiness at the recent advance to \$8.05 to \$8.10 in crystals in bulk, and \$8.45 to \$8.50 for powdered.

Vanilla beans are finding a moderate consuming outlet, and values are well sustained at the range of \$3.75 to \$8.50 for whole, and \$2.50 to \$3.50 for cuts; Tahitis are more or less nominal at 55c to 80c.

Chemicals.

Acetate of lime, gray, is higher, owing to scarcity and current quotations are \$1.87½ to \$1.90; brown is firmer, but quotably unchanged, at \$1.25 to \$1.30.

Acetic acid is higher, in sympathy with the advance in price

of raw materials and manufacturers now quote 2¼c firm for quantity lots.

Arsenic is finding a moderate jobbing demand, with the sales at 3c to 3½c; red is held and selling at 6½c to 7c.

Bleaching powder is meeting with an improved inquiry and sales in a jobbing way are fairly numerous at 1½c and up, as to quality and quantity.

Carbolic acid was advanced on the 28th ult. to the range of 14c to 21c for drums and bottles, respectively. The higher range was prompted by the improved position of the article abroad and a revival of important demand here.

Cream of tartar is in improved seasonable demand, with recent sales at 24¼c to 25c for powdered, and 24½c to 24¾c for crystals.

Nitrate of soda is held with increased firmness, in the absence of any large amount of wharf stock; spot quoted at \$2.25 and futures at \$2.27½.

Oxalic acid is meeting with about the usual jobbing demand and prices are if anything a shade less firm, though 5½c to 5¾c is still uniformly quoted.

Tartaric acid is in better demand and values are sustained at 31½c to 31¾c for crystals and 31¼c to 32c for powdered.

Essential Oils.

Anise continues quiet, though values appear well sustained on the basis of \$1.17½ to \$1.20.

Cassia is fairly steady in the face of disturbing reports from primary sources; we quote the range at 72½c to 75c.

Citronella is firmer under the influence of stronger foreign advices, and holders quote 95c inside for drums.

Clove is a trifle unsettled at the moment, and quotations are generally lower, 95c to \$1.00 being now named.

Messina essences continue in demand at previous prices, or, say, \$2.15 to \$2.25 for bergamot, 60c to 65c for lemon, and \$1.95 to \$2.05 and \$1.75 to \$1.90 for sweet and bitter orange, respectively.

Peppermint has developed no new feature of interest since our last, though an easier feeling is apparent, and sales of bulk have been made at a lower figure, or, say, \$3.60. HGH is quoted at \$3.75 to \$4.00, as to quantity and holder, the lower price being for small quantities.

Sassafras is held with more firmness, and we hear of numerous sales of both artificial and natural, the former commanding 29c to 31c, and the latter 60c to 70c.

Wintergreen is without improvement; consumers' wants are being supplied within the range of \$1.90 to \$2.25 for natural, and 38c to 40c for artificial.

Gums.

Aloes, Curacao, are in demand and values are well sustained in the face of diminishing spot supplies; boxes quoted 3¾c to 4c and gourds 6¾c to 7c. Cape does not vary from 10c to 18c, as to quality and quantity.

Asafoetida is reported in good jobbing demand and the market is steady at 19c to 22c.

Camphor has been in fair demand during the interval, with the sales at 62c to 62½c for barrels and cases, respectively.

Kino does not vary from 18c to 20c, at which range only a moderate jobbing inquiry is experienced.

Tragacanth has been jobbing quite actively during the interval and the sales of Aleppo were at 63c to 67c for firsts, and 45c to 55c for seconds; Turkey held at 75c to 85c and 40c to 50c for first and second, respectively.

Roots.

Alkanet is well sustained at 5¾c to 6c, but the demand at the moment is inconsequential.

Belladonna, German, is held with increased firmness in the face of light supplies and an anticipated crop failure; quoted 11c to 12c.

Gentian shows no important variation; in the absence of any special demand, 4¼c to 4½c is yet named.

Ginseng is held with more firmness in the face of light supplies, and quotations show a range of \$6.25 to \$7.75 for Northern, \$5.75 to \$6.25 for Southern, and \$7.25 to \$7.75 for Eastern.

Golden seal is obtainable in a small way at \$1.35, though \$1.40 to \$1.50 is generally quoted.

Ipecac is in good request and values are well maintained at the range of \$1.25 to \$1.35 for Rio and \$1.20 to \$1.25 for Carthagena.

Jalap shows no action of consequence, sales in a jobbing way only are reported, at the range of 11c to 12½c.

Lady's slipper continues extremely scarce and values are firmly maintained at the range of 26c to 28c.

Pink root has advanced in the interval, owing to scarcity, and the revised quotations are 21c to 22c.

Serpentaria is quiet, but quotations are nominally unchanged, at 40c to 42c.

Senega is dull and neglected, but quotations are steady, on the basis of 70c to 72½c for Western.

Seeds.

With the exception of coriander, celery and a few other spice seeds, there is little new to report in this market. In sympathy with the position of the seed in foreign markets, celery is firmer and shows an advance to 7½c to 7¾c. Caraway is maintained firmly, at 4¾c to 5c. Coriander is held steadily, at 6¼c to 6¾c for natural and 6¾c to 7c for bleached. Smyrna canary is quoted at 6¼c to 6½c, and Sicily at 6¾c to 7¾c. Fenugreek is in moderate demand and selling at 2½c to 2¾c. Russian hemp is in light supply and maintained firmly at 2¼c to 2½c.

World's Production of Quinine.

According to a report by the director of plantations of quinia for British India, the Madras Government manufactured in 1902 15,711 pounds of quinine and Bengal 11,297 pounds, a total production for India of 27,008 pounds. The Island of Java produced and exported 43,750 pounds.

The different countries producing the bark exported in 1902 the following quantities: Java, 14,726,000 pounds; India, 1,020,000 pounds; Ceylon, 407,000 pounds; South America, 775,000 pounds; Africa, 178,872 pounds—a total of 17,106,872 pounds.

There are 20 establishments in the world manufacturing quinine, distributed as follows: Five in France, 3 in England, 2 in Germany, 2 in Italy, 1 in Holland, 4 in America, 1 in Java, 1 in Bengal and 1 in the Madras Presidency.

Pharmaceutical Machinery.

The characteristic Yankee ingenuity, which has made American machinery popular all over the world, has been applied in the direction of pharmacy, and American pharmaceutical machinery is the most ingenious and the most effective in the world. Arthur Colton, 192 Brush street, Detroit, Mich., manufactures a full line of pharmaceutical machinery of the latest design, embracing many novelties. Write him for catalogue and prices, so as to be informed regarding the latest developments in this class of machinery.

Aluminum Topped Corks.

The handsomest thing in the line of prescription corks which has been offered to pharmacists is the Red Seal Cork with satin finished aluminum top recently placed on the market by the Whitall Tatum Company. These corks when used in prescriptions give a finish which is obtainable in no other way, and which is highly appreciated by the best class of customers. Moreover, the additional cost involved by the use of the aluminum tops is so small as to constitute but a very light tax upon the pharmacist. They are furnished in six sizes from Nos. 3 to 8, and are put up in boxes containing 5 gross. Send the Whitall Tatum Company a sample order for an assorted gross, for when you have once seen them you will want to use them regularly.



Opportunities for Export Trade

PHYSICIANS AND PHARMACISTS IN CHINA.¹

By R. PFISTER.

Shanghai.

My leisure hours here in the Far East are well occupied by the study of the pharmaceutical journals, which keep me posted on the progress of pharmacy and the new remedies that appear constantly.

I was pleased, therefore, to read an essay on Chinese Pharmacies in *Pharmaceutische Zeitung*, 1903, No. 88. Inasmuch as I am specially interested in the pharmacy of the Chinese, on occasion I have visited various drug stores in the company of an interpreter and have come into contact with many native physicians. I may be permitted, therefore, to give the reader some details on this subject from my own observation.

As the author of the article referred to admits, it is not by any means an easy matter for a European to be initiated into the secrets of the medical men of China and to find out in what way their pharmacies are conducted. The chief causes of this difficulty are not only the trouble in understanding each other, as well as the natural mistrust of the foreigner, but also the so well beloved mantle of mysticism with which our pig-tailed colleagues like to cloak their methods.

To begin with, I must explain that in China, in addition to the four great classes: (1) literary men or savants, (2) farmers, (3) artisans, and (4) merchants, there are a number of professions which are outside these "castes" and which may be said to constitute a fifth group. This class comprises barbers, musicians, magicians, soldiers, horse grooms, litter bearers, rickshaw coolies and physicians. The physician, therefore, occupies a much lower social status than the pharmacist, for the latter classes himself with the great caste of merchants. I am, of course, speaking now only of Chinese pharmacists and physicians who have not had a university education—the latter not being required in the Celestial Empire.

In order to be licensed to practice pharmacy there is required a certain period of apprenticeship, the length and character of which vary according to the individual rules of the various drug stores and according to the will of the proprietor. In most cases the apprenticeship ends at the twentieth year of the pharmacist's age. During this time the young apprentices are busy studying the "Pharmacopœia"—if such a name can be applied to the Chinese book on the 425 principal drugs used in that country.

Among the most popular medicines used most extensively by physicians in China are dried lizards' and snakes' skins, pulverized horns of the deer and the rhinoceros. Very popular and high priced are the "in-gen" roots—i. e., "man-roots"—which are shaped something like a human figure, and are found on rocky cliffs that are difficult to climb. They cost as much as 600 taels (\$300) for one root, and are said to be good tonics and useful to opium smokers and morphine fiends. However, infusion of rhubarb, calamus, galangal, etc., are also often prescribed.

Another very popular form of prescribing is the pill. In preparing these the "pharmacist" does not try to make them as small as possible, so that they may be easily swallowed, but makes them of such large size that the patient gets something to chew on, of the size of a walnut in most cases.

The pharmacist is well thought of by the public, as he belongs to the wealthy class of merchants. If a young clerk cannot afford to establish himself by buying a pharmacy or opening a new one he simply turns to the allied profession, becomes a practicing physician, or, more correctly, a quack—a synonymous term in China—and tries to make money out of the credulity of the Chinese populace. Of course, such medical men must not be expected to know very much. The Chinese

to this day know nothing of human anatomy, nor of the circulation of the blood. They determine the condition of the heart from the pulse in the left hand, and that of the lungs from the pulse on the right side. The chief object of these scientists is to strengthen the breath, to make the blood uniform and to stimulate the gate of life (the heart).

In their childish imagination they regard the heart as a man, the lungs as a woman. If they do not succeed in uniting the two, disease is inevitable.

In most cases these medicine men are styled "isang" (physician for long life), in distinction to the academically educated physicians of China, of whom I shall speak later on; but the title "isang" is given by a diploma which may be bought.

In addition to these, there is still another class of quacks in China, which must be referred to here, namely, the "long-



Native Drug Store, Shanghai.

tsung." This class of medicine men is regarded with but slight respect even by the lowest Chinaman, and the medicines offered by these "long-tsung" are not relied upon even by the common people. The "long-tsung" is a peddler and quack, in the purest sense of the word. Equipped with a box, in which he carries his costly and wonder-working medicines and secret remedies, and with an instrument with which he can produce the awfulest music imaginable, this disciple of Æsculapius travels from house to house, from village to village, attracts the attention of the crowd and holds forth wise speeches as to the wonderful effects of his medicines, which usually are supposed to help to attain a long life.

The academically educated Chinese physicians and pharmacists are widely different from those described above. If a Chinaman has the means to study he can do so at the universities of Peking or Tientsin, can then pass a state examination, and can receive the title "tai fu." He then becomes a mandarin, supported by the state, with an annual income, and is greatly respected, as he belongs to the first caste—of savants. Among the mandarins a number of ranks exist, which are denoted by the color of the button they wear on their caps. A mandarin of the first class wears a dark red button; of the second class, a bright red button; of the third class, a dark

¹ Translated for the AMERICAN DRUGGIST from *Pharmaceutische Zeitung*, May 30, 1904.

blue; of the fourth class, a light blue; of the fifth class, a transparent glass button.

In addition to these learned mandarins, who have attained their rank only by study and examinations passed at universities, there is a large number of Chinamen who have simply bought their mandarin title. These, however, do not belong to the first caste. If the buyer of the title happens to be a merchant, he still remains in the fourth caste, in spite of his high title. In most cases these men wear the white porcelain button, as this may be obtained for 1000 taels.

Just in the same way as a pharmacist, a physician can pass his state examinations in China, if he wishes and has the requisite funds. Thus, for example, the present body physician of the Emperor of China is a mandarin of the first class. There are, however, but few physicians who have the title "tai fu." Most of them are satisfied with the title "isang," which requires no study and is cheaper to get.

The author of the article mentioned in the introduction probably never had the opportunity of visiting the pharmacy of a "ai fu" such as are found in Peking and in Mukden (also possibly in Tientsin), and he would be astonished to find how



Interior of a German Pharmacy in Shanghai.

clean everything is in such an establishment. Naturally, we must not expect much modern scientific knowledge on the part of these pig-tailed pharmacists, for in pharmacy the Chinese have remained stationary for 2000 years. Yet, I am convinced that these gentlemen know their "Pen tsao" in 50 volumes as well, if not better, than many a pharmacist among us knows his own Pharmacopœia. In fact, we in Germany seem to think too often that the Chinese are half-wild men, disinclined to civilization. If one learns to know them, one is soon convinced of the contrary.

It would lead beyond the scope of this essay to dilate upon this point, but I may be allowed to relate how in a recent emergency I had the occasion to convince myself of what the Chinese pharmacist can do.

A friend of mine sustained a small wound of the leg in falling from a horse, and as his house was some distance removed from a European drug store, I sent the "boy" to a Chinaman who kept a small drug shop in the neighborhood with a note in which I had asked for iodoform, cotton and bandages. I was agreeably surprised when I found that he sent these things in very good quality. In large cities, such as Hongkong, Shanghai, &c., there are now a number of Chinese families who consult European physicians and bring their prescriptions to European drug stores. The Chinaman knows the worth of the German pharmacist and knows how carefully and scientifically the German druggist works.

It is really a pity, therefore, that we Germans have not as yet, like the English and the French, an institution in China where Chinese pharmacists can be educated properly, for the Chinaman is particularly in awe of German scientific methods, as many educated Chinese have assured me.

I am convinced that by the establishment of such pharmaceutical schools in China we would accomplish more toward the education of the conservative Chinese people than can be done by missions, the real object of which is never understood or properly esteemed in China.

[Written for the American Druggist.]

THE PRACTICE OF PHARMACY IN COSTA RICA.

BY A MEMBER OF THE COLEGIO DE FARMACEUTICOS.

There is probably no place under the sun in which the practice of pharmacy is more cosmopolitan in character than it is in Costa Rica, save probably in some of the winter resorts along the Riviera or in Cairo, where the wealthy of all nations gather to escape the rigors of winter.

THE U. S. P. OFFICIAL.

The Pharmacopœia of the United States is the officially designated pharmacopœia of the Republic of Costa Rica, but in dispensing one must dispense, not in accordance with the official pharmacopœia, but in accordance with the pharmacopœia with which the prescriber is familiar. On receiving a prescription the dispenser must first determine the nationality of the prescriber, as this furnishes a clue as to the pharmacopœia which he would likely follow in dispensing, and since we have in Costa Rica American, British, French, German, Italian and Spanish doctors, besides the native physicians, it can readily be seen that a great variety of preparations must be carried in stock in order to meet all demands made upon pharmacists. Furthermore, it is incumbent upon the dispenser to be personally informed as to the school at which each of the native physicians was educated, for while the United States Pharmacopœia is the official codex of the country, each native physician prescribes in the pharmacopœia of the country in which he may chance to have been educated. While the medical schools of the United States attract the majority of students from Costa Rica, there are still many who study at Paris, Berlin, Vienna or London, and each of these comes back thoroughly conversant with the French, Austrian, German or British Pharmacopœia and proceeds to prescribe in accordance with the particular work with which he became familiarized while a student. The result of all this is that the pharmacists of Costa Rica must be familiar with the preparations of practically all the modern pharmacopœias, both European and American, and that each pharmacist must carry in stock at least the more important preparations of every pharmacopœia.

A SPANISH EDITION OF THE U. S. P. DESIRED.

Under these conditions the work of the International Pharmacopœial Convention was watched with great interest by the pharmacists of Costa Rica, and the adoption by the forthcoming Pharmacopœia of the United States of the standards provided by the International Convention was a source of gratification to all of us. We have the highest regard for the standards of the United States Pharmacopœia, and the publication of a Spanish edition would not only be welcomed in Costa Rica, but throughout the whole of Spanish America. The work of the Committee of Revision of the United States Pharmacopœia compares favorably with that of any other similar body in the world, and I feel confident that if an edition were printed in Spanish it would be accepted as the official pharmacopœia in many, if not in all, of the Spanish republics. As it will of necessity be the official pharmacopœia in Puerto Rico and the Philippines, I have no doubt that the present edition will be published in Spanish.

One of the effects of the highly cosmopolitan character of medicine and pharmacy has been the centralization of the importation of drugs in comparatively few hands, owing to the tax under which the pharmacists labor in having to carry large stocks in order to meet the varied demands to which they are subjected. Another thing that contributes largely to the centralization of the drug business is the long credits that are given to and demanded by the retailers, viz., six months, dating from the end of the month in which the goods are taken. As nearly

all send their orders in at the beginning of the month, they really have seven months' credit.

GOVERNMENTAL REGULATION OF PHARMACY.

The practice of pharmacy is under the control of a Board of Directors elected yearly from among the members of the Colegio de Farmaceuticos, as the national association is styled. This college has duties similar to those of the Ontario College of Pharmacy, being both a teaching and a governing body. Every person desiring to enter into the practice of pharmacy in Costa Rica is obliged to present a diploma of a college of pharmacy and to pass an examination before this committee, and upon passing the examination becomes registered as a member of the college. The subjects comprised in this examination are practical and analytical chemistry, practical pharmacy, prescriptions, botany, materia medica, organic and inorganic chemistry and the identification and testing of drugs and preparations. My American *confrères* will see that this is a great deal more extensive than the State Board examinations.

THE SCHOOL OF PHARMACY.

The college conducts a school, the courses extending over four years. The classes are given instruction early in the morning and at night, so as not to interfere with store duties. The subjects taught are the same as in the colleges in the United States. The fees are 20, 22, 25 and 30 colones, for the first, second, third and fourth years, respectively. The faculty is composed of six professors, most of these having been educated in Europe. The degree given by the college is that of Licentiate of Pharmacy.

SIZE AND POPULATION OF COSTA RICA.

While an independent country, Costa Rica is quite small, having an area of only 25,000 square miles, about that of West Virginia, and a population of 300,000, or as many as the City of Detroit. Along the coasts, both Atlantic and Pacific, there is a strip of comparatively low land. In this coast land the usual tropical conditions prevail, and here it is that the banana crop, which constitutes a very considerable portion of our exports, amounting to about \$2,500,000 per annum, is produced. This section is subject to all sorts of tropical diseases, and dengue and malarial fevers—though seldom yellow fever—abound to such an extent as to practically render it uninhabitable to Costa Ricans, who are natives of the elevated table-lands of the interior. In Port Limon, a town of about 3000, through which all the exports are made on the Atlantic coast, there are probably not more than 200 native Costa Ricans, the population being made up of Jamaica negroes and Americans from the Gulf States, accustomed to living in malarial countries in low altitudes, and who find no difficulty in making themselves at home in Port Limon. The native population of Spanish descent is found almost entirely on the elevated table-lands of the interior, of which San José, a city of 25,000 inhabitants, is the metropolis. These table-lands have an elevation of from 3000 to 5000 feet above the level of the sea and are surrounded for the most part by mountains reaching an elevation of 10,000 to 13,000 feet. This lofty elevation, together with the comparatively low latitude, give to the table-lands a remarkably equable and delightful climate, one in which the annual variation of the thermometer rarely reaches more than 15 degrees.

AN IDEAL CLIMATE.

Occasionally, during the coldest nights in December, the thermometer will sink to 55 degrees F., and rarely rises higher than 76 degrees, even in the heat of summer (this means in the shade, of course). There being no frost, we are enabled to grow a number of subtropical fruits, such as oranges, bananas, lemons, pineapples, &c., on the table-lands, though some of these, such as bananas, do better on the low coast lands. Although the cultivation and exportation of bananas are a source of considerable income, the really important industry of the country is the growth of coffee, and we are so entirely dependent upon this one industry that the present low price of coffee means practically stagnation in business circles throughout Costa Rica. Notwithstanding the effort that has been made to introduce a diversity of crops, the planters have become so accustomed to depending solely upon coffee that it seems difficult, if

not impossible, to interest them in other lines, though there is no reason why other industries, such as silk growing, coconuts, &c., should not be carried on advantageously. It may interest your readers to know that most of the so-called Honduras sarsaparilla is collected here by the Talamanca Indians and sold to merchants in Port Limon.

THE GOVERNMENT A STABLE ONE.

The Government is purely republican in character, though somewhat more centralized than is the case in the United States, the degree of centralization depending, to some extent at least, upon the strength of character of the incumbent of the Presidential chair. We have no direct taxation whatever, save that on drug stores, which are obliged to pay a quarterly tax, varying from \$15 to \$75, to the Colegio de Farmaceuticos, this sum being divided between the Facultad de Medicina and the College of Pharmacy, the word faculty here not being used in the sense of a teaching body, though they do conduct a school of obstetrics, which is starting to fill a long-felt want.

THE COLEGIO DE FARMACEUTICOS

is now in its third year of existence, though the school was started some years ago, under the supervision or management of the Facultad de Medicina. The college was created by a special act of Congress, though against strong opposition on the part of the doctors. Considerable hard feeling between the druggists and doctors was created at the time, but harmony has since been restored, and we now occupy the same building and live in peace.

AMERICAN PROPRIETARY REMEDIES.

The importation of proprietary medicines is, to a large extent, impossible on account of the prohibitive duties, which are 4 colones per kilo gross weight. Still there are a number that have special rates, and the sale of such is quite large. Probably the best sellers are Ozomulsion and Scott's Emulsion. The patent pills, such as Jayne's, Ross', Morse's Indian Root, Wright's, Brandreth's, Williams' Pink Pills and Bolet's, all have a good sale. Liquid preparations that sell for \$1 in the United States cost about 10 colones a bottle here, so it can easily be imagined that the sale of this class is not large. A few of this class are put up in the country and sell at lower prices than when they paid the old duty of \$1.50 per kilo. One of these that has a large sale is Wintersmith's Tonic Wine.

ON A GOLD BASIS.

Costa Rica is the only Central American country having its currency on a gold basis. Our standard coin is a colon, equal to 46 cents American currency. In ordinary commerce the colon is always referred to as a dollar (peso). The effect of the gold basis is to give a degree of stability to our institutions and our commerce which is in distinct contrast to the conditions existing in the other Central and South American republics, excepting Venezuela and Uruguay, which are also on a gold basis.

One thing I would like to call the attention of the wholesale houses and manufacturers to is that Costa Rica is not Puerto Rico, nor was it included in the Panama Canal purchase. One would almost believe that this is the general impression in the United States, judging by the number of letters that arrive here with short postage. In the last mail there were one hundred letters with domestic postage on. We are in the Postal Union and foreign letters require a five-cent stamp.

Druggists Beware.

A certain individual has been imposing upon druggists who possess Torsion Balances by claiming that he can properly repair or replat them and that he was formerly in the employ of the company.

The Torsion Balance Company does not know the person, nor have they any connection with him whatever, and they caution the druggists against allowing him to tamper with their scales, as he has invariably charged considerable and left the scales in an unsatisfactory state.

All repairs are promptly done at their factory, 147 and 149 Eighth street, Jersey City, N. J.

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and PHARMACEUTICAL RECORD

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TABLE OF CONTENTS.

EDITORIAL COMMENT.....	253
EDITORIAL:	
The St. Louis Meeting, Inaccurate Clinical Thermometers...	254
ORIGINAL COMMUNICATIONS:	
Inaccuracy in Clinical Thermometers, by Caswell A. Mayo.	255-257
Dispensing Practice, by Henry P. Hynson.....	257-259
Epsom Salts, by M. I. Wilbert.....	260, 261
A Container for Fluids Which Spoil on Exposure to the Air, by E. H. Gane.....	261
CREAM OF CURRENT LITERATURE:	
Graminin, Santalol, Action of Carbon Dioxide on Magnesia, Turicine, a New Anti-Diarrhoeal Remedy, The Belladonna Syrup of the New French Codex, Artificial Musk, Camphor from Isoborneol, The Manufacture of Cocaine in Peru, The Preparation of Syrup of Tolu, Reactions of Some Drugs Derived from Gallic Acid.....	262
A New Quinine Test, The Purity of East Indian Sandalwood Oil, Eucaine Lactate, Color Reactions for Quinine and Quinidine	263
New Tests for Cocaine, Fire in a Drug Store Due to the Decomposition of Chlorinated Lime, The International Formula of Tincture of Iodine.....	264
QUESTIONS AND ANSWERS:	
Creamy White Liniment, What Can Be Added to Shellac to Increase Its Stiffening Properties? Liquid Shoe Dressing...	265
BUSINESS BUILDING:	
The Use of Black and White.....	266, 267
PARIS LETTER:	
Anglo-American Pharmacy in Paris.....	268-270
THE NATIONAL ASSOCIATION OF RETAIL DRUGGISTS:	
Report of the Sixth Annual Convention, Held at St. Louis, October 10 to 14.....	271-282
NEWS OF THE DRUG WORLD.....	283-294
REVIEW OF THE WHOLESALE DRUG MARKET.....	295, 296

EDITORIAL COMMENT

A Swiss pharmacist has discovered still another source of danger from fire in the drug store. It seems that when chlorinated lime comes into contact with the resinified paste board carton which is so frequently used for packing it it may, under proper conditions, become decomposed and set fire to the carton. Since this decomposition does not take place

except where the chlorinated lime shows 30 per cent. or upward of chlorine, it is highly improbable that we shall have many fires from this source in the United States, for the commercial article ordinarily put up in containers of this sort in this country is probably never so strong as to be a source of danger in this direction.

No sooner has the retail dealer adjusted himself to the hard conditions imposed by the department store than he finds himself confronted with another more pitiless and more vigorous

competitor in the mail order house. Up to within a very recent period the drug trade has not had reason to complain of the inroads made by this particular kind of competition, but within the past year the mail order business in proprietary medicines, toilet specialties and druggist sundries has suddenly assumed proportions which threaten to make serious inroads on the business of jobber and retailer alike. This is an evil which needs prompt and efficient treatment and we are pleased to note that the N. A. R. D. authorities are directing their attention to this new Frankenstein of the drug trade.

The proverbial wastefulness of Americans is strikingly illustrated by a study of the mono-graph on "Weeds Used in Medicine" which has recently been issued by the United States Department of Agriculture. The twenty plants mentioned are looked upon by farmers solely as weeds and only a few are gathered even in a small way in the United States, notwithstanding the fact that all are plentiful in certain sections. Our imports of crude drugs derived from eleven of these weeds amount to over six million pounds annually, representing a money value of upward of \$350,000. The object of the publication of the bulletin is to induce the farmer to collect these drugs which he digs up as weeds in his efforts to exterminate them. The bulletin would be a valuable addition to the druggist's library, and copies may be obtained free of cost by addressing the Secretary of Agriculture, Washington, D. C., with a request for a copy of Farmers' Bulletin No. 118, on Weeds Used in Medicine.

It is somewhat of a misnomer to use the term "bequests to pharmacy," for up to a very recent date there have been no bequests to pharmacy in the popular acceptance of the term, and it is with much pleasure that we direct attention to the fact that at last one substantial bequest has been made to the cause. In view of the great wealth which has been won by pharmacists through the agency of proprietary medicines from time to time it is rather a matter of surprise that no really adequate endowment had ever been received by any pharmaceutical institution up to the time when Mrs. Potter bequeathed the sum of \$50,000 to the Massachusetts College of Pharmacy in memory of the interest taken by her husband and herself in the calling in which the basis of his vast fortune was accumulated. The cause of pharmaceutical education in general and the Massachusetts college in particular is to be congratulated not only upon the bequest but upon the fact that it has been made free from all hampering restrictions, thus leaving the authorities of the college to decide as how best to utilize this munificent endowment. It is to be hoped that others who have gained large fortunes through their connection with the drug trade may be influenced by this admirable example

and do something toward the elevation of the calling to which they owe so much.

THE PREREQUISITE CLAUSE OPPOSED. Opponents of the Prerequisite Clause, which was passed at the last session of the Legislature, are again active. Some seventy-five up-State druggists met in Syracuse recently and discussed the advisability of securing the repeal of the law, which takes effect on the first of next January. Some of the arguments advanced against the measure were that the majority of druggists are not in favor of it; that the representatives of the colleges caused the State Association to pass it before the delegates realized what would result; that the requirements are so great it is hard to get drug clerks; that the three years they have to spend in college, besides their apprenticeship in a store, form an unattractive outlook for the future druggist, causing fewer to enter upon the course than formerly; that Central New York druggists suffer more than those in the large cities, where the colleges are located and where salaries are higher. There was talk of creating sentiment against the present law, so that when the State Association meets next June there will be a majority against the measure. These arguments are not new. For several years the Prerequisite Clause was under consideration and ample opportunity was given for arguments in favor of and against its provisions, and the final result should be accepted as conclusive. Another meeting has been called to be held in Syracuse to-morrow. It is to be hoped that hasty action will not be taken. Now that it has been enacted, it would seem the better part of wisdom to give the Prerequisite Clause a fair trial before seeking its repeal or modification.

The St. Louis Meeting.

Nearly 800 delegates and visitors were assembled at St. Louis last week to participate in the sixth annual convention of the National Association of Retail Druggists. The delegates were animated by a spirit of earnest hopefulness, and, while not belittling the tasks confronting them, they brought to bear upon these tasks such a fund of courage, of capacity and of resource as to make every one feel that the N. A. R. D. is undoubtedly the financial savior of the retail drug trade. An organization which raises in the retail drug trade over \$50,000 annually and expends this in intelligent efforts toward promoting organization and improving trade conditions, and does this without subjecting itself or its officials to criticism, is worthy of the most enthusiastic and cordial support on the part of the entire drug trade, and it must be a source of gratification to the leaders in this organization to find that they have this enthusiastic support in so large a measure over so wide an area.

Not the least of the excellent qualities manifested by the leaders in this organization has been the moderation which has characterized them and their willingness to co-operate in any plan which gave hopes of ameliorating the conditions of the retail drug trade. Notwithstanding the evident impossibility of making a general success of the Washington promise plan, the officers of the association have loyally co-operated with the members of the Washington Promise Committee to the fullest possible extent in their efforts to make this plan succeed.

One result of this co-operation has been the further cementing of the friendly tie between the N. A. R. D. and the proprietors, whom we now find practically converted to belief in the direct contract plan.

The spread of the operation of the plans of the N. A. R. D. so as to include pharmaceutical preparations and surgical appliances, resulting, as suggested, in the establishment of

class "D," is another evidence, if any more be needed, of the faith of proprietors in the future of the N. A. R. D. and its work.

In laying before our readers at this early date a complete yet succinct account of the important proceedings of this body we are but following a precedent which we established for ourselves some years ago of presenting to our readers not only the best but the earliest accounts of all matters of importance to the drug trade, regardless of the trouble entailed or the expense involved.

Inaccurate Clinical Thermometers.

We print in another column a detailed report of the results of the examination of 66 clinical thermometers, which shows that out of this lot, which we believe may be taken as fairly representing the average grade sold over the counter by the druggist, at least 29 per cent. were so unreliable as to be rejected by the United States Bureau of Standards. As a matter of fact, the first seven lots examined showed an even higher percentage of rejections—namely, 33 per cent. It might be explained that each of the thermometers bought and tested was accompanied by a certificate purporting to give the corrections required to bring the thermometers into accord with the correct standards. We wish to direct special attention to this fact, since many pharmacists assume—and quite naturally—that the presence of a certificate with a thermometer is of itself an indication that the thermometer has been properly standardized.

Many of our readers will no doubt resent the suggestion that the thermometers which they are selling may be open to criticism as regards accuracy, believing that since they pay a good price they are sure to get a good article. To all of these we offer the suggestion that half a dozen thermometers be selected from stock, carefully packed, \$1.00 in currency or Post Office money order inclosed in payment of the fee for certification, and the package expressed prepaid to the United States Bureau of Standards, Washington, D. C. The package should also bear the full name and address of the sender, and the bureau should be notified by mail of the dispatch of the parcel. On receipt of the package the thermometers will be examined by the bureau and the sender may expect to receive them, together with a full report, within a week or 10 days from the date of their receipt by the bureau.

If the results of this examination show that the druggist has been carrying reliable brands of thermometers, the certificates furnished by the bureau will sufficiently enhance the salability of the thermometers examined to reimburse him for the expense gone to, while any shortcomings which may be developed by this examination will serve as a valuable guide to the pharmacist as to the future source of supplies of these important clinical instruments.

The pharmacist who carries in stock demonstrably accurate clinical thermometers will find it to his advantage to bring that fact to the attention of his patrons, both medical and lay, and it is not impossible that he could utilize for this purpose some of the facts set forth in the article on this subject which appears in another column.

The co-operation of the Bureau of Standards has made it possible for the pharmacist to safeguard himself in the matter of clinical thermometers at very little trouble and with very slight expense, and with the facilities at his disposal offered by the United States Bureau of Standards there is no excuse for the pharmacist who sells inaccurate clinical thermometers.

INACCURACY IN CLINICAL THERMOMETERS.¹

BY CASWELL A. MAYO, PH.G.

New York.

Having had an opportunity some months ago to observe the methods used in the manufacture of clinical thermometers, I was impressed by the importance of accuracy in these instruments. With a view of determining the reliability of the thermometers on the market, I purchased 11 lots of one-half dozen each in six different cities. Each of these lots bore different marks, but all were of a grade sold by jobbers at \$6.00 to \$7.00 per dozen, and fairly represented the average grade of thermometers purchased by pharmacists for sale over the counter. All were provided with certificates purporting to be from the manufacturers. Having collected these thermometers, I submitted them to the United States Bureau of Standards for examination.

Where thermometers vary more than three-tenths of a degree from the standard thermometers of the bureau they are rejected. Thermometers are also rejected which fail to repeat within three-twentieths of a degree in two readings at the same point. The results of the examination of this lot of 62 thermometers (the remainder being broken in transit) are shown in the tabulated statement attached to this paper. These results may be summarized as follows:

Lot A.....	2 out of 6 rejected.
Lot B.....	1 out of 6 rejected.
Lot C.....	5 out of 6 rejected.
Lot D.....	0 out of 5 rejected.
Lot E.....	1 out of 6 rejected.
Lot F.....	2 out of 6 rejected.
Lot G.....	1 out of 6 rejected.
Lot H.....	1 out of 6 rejected.
Lot I.....	3 out of 4 rejected.
Lot J.....	2 out of 5 rejected.
Lot K.....	0 out of 6 rejected.

This shows that 29 per cent. of the thermometers bought were not sufficiently accurate to meet the requirements of the Bureau of Standards. Only 11 per cent. of all the clinical thermometers examined by the Bureau during last year were rejected. It would appear, therefore, that manufacturers exercise greater care with the thermometers which they submit to the Bureau of Standards for certificates than with those found on the open market.

Report of United States Bureau of Standards on 66 Clinical Thermometers, Submitted by Caswell A. Mayo.

Nos.	Corrections at	Remarks.	Nos.	Corrections at	Remarks.
A.	96° 100° 104° 108°		B.	96° 100° 104° 108°	
1.	-0.3 -0.4 -0.4 -0.4	Reject.	1.	-0.2 -0.2 -0.2 0.0	
2.	0.0 0.0 0.0 0.0		2.	-0.2 -0.3 -0.3 0.3	Reject.
3.	-0.4 -0.4 0.5 0.4	Reject.	3.	-0.2 -0.2 -0.1 -0.1	
4.	-0.1 -0.2 -0.1 0.0		4.	-0.2 -0.3 -0.2 -0.2	
5.	-0.2 -0.2 -0.2 -0.1		5.	-0.1 0.0 -0.1 0.0	
6.	-0.3 -0.2 -0.2 -0.1		6.	(Broken when received.)	
C.			D.		
1.	0.0 -0.1 -0.1 -0.2		1.	-0.2 -0.1 0.0 0.0	
2.	-0.5 -0.4 -0.4 -0.4	Reject.	2.	-0.2 -0.1 0.1 -0.1	
3.	-0.5 -0.6 -0.6 -0.6	Reject.	3.	-0.1 -0.2 0.0 -0.2	
4.	-0.5 -0.6 -0.5 -0.5	Reject.	4.	-0.2 -0.1 -0.2 -0.1	
5.	-0.4 -0.4 -0.4 -0.4	Reject.	5.	-0.1 -0.1 -0.1 -0.1	
6.	-0.3 -0.1 -0.1 -0.4	Reject.	6.	-0.1 -0.1 (Broken.)	
E.			F.		
1.	-0.4 -0.3 -0.2 -0.2	Reject.	1.	-0.2 -0.2 -0.1 -0.1	
2.	0.0 0.0 0.0 0.1		2.	-0.3 -0.2 -0.2 0.0	
3.	-0.1 -0.1 -0.2 -0.3		3.	-0.2 -0.2 -0.1 0.0	
4.	-0.2 -0.3 -0.2 -0.2		4.	-0.4 -0.2 0.1 0.0	Reject.
5.	-0.1 0.2 0.2 0.2		5.	-0.4 -0.3 -0.1 0.0	Reject.
6.	-0.3 -0.3 -0.3 -0.2		6.	-0.2 -0.2 -0.1 -0.2	
G.			H.		
1.	0.0 0.0 -0.1 -0.1		1.	-0.2 -0.2 -0.2 -0.1	
2.	-0.1 -0.2 -0.2 -0.2		2.	-0.1 -0.2 -0.3 -0.4	Reject.
3.	-0.1 -0.2 -0.2 -0.3	Reject.	3.	0.0 0.0 -0.1 -0.1	
4.	-0.2 -0.2 -0.2 -0.2		4.	0.0 -0.1 -0.1 -0.1	
5.	0.0 -0.1 -0.1 -0.2		5.	0.0 0.0 0.0 0.1	
6.	-0.2 -0.2 -0.2 -0.1		6.	-0.2 -0.1 0.0 0.0	
I.			J.		
1.	-0.3 -0.4 -0.4 -0.4	Reject.	1.	0.0 0.0 0.0 0.0	
2.	-0.2 -0.3 -0.3 -0.4	Reject.	2.	+0.1 +0.1 0.0 0.0	
3.	-0.4 -0.6 -0.6 -0.5	Reject.	3.	-0.2 -0.2 0.0 +0.1	
4.	0.0 -0.2 -0.1 0.0		4.	-0.4 -0.4 -0.3 -0.4	Reject.
5.	(Broken when received.)		5.	0.0 0.0 0.0 -0.3	Reject.
6.	(Broken when received.)		6.	(Broken when received.)	
K.			K.		
1.	0.0 0.0 0.0 0.0		1.	+0.1 +0.1 +0.1 +0.1	
2.	0.0 0.0 0.0 0.0		2.	+0.1 +0.1 0.0 0.0	
3.	+0.1 +0.1 +0.1 +0.1		3.	0.0 0.0 0.0 +0.1	

A careful analysis of the results of this investigation brings to light several interesting facts. In the first place, there are only about a dozen manufacturers of clinical thermometers

¹ Read at the fifty-second annual meeting of the American Pharmaceutical Association, held at Kansas City, September 4 to 10, 1904. From advance proof of the *New York Medical Journal* and *Philadelphia Medical Journal*.

and of these only about five really make their own thermometers. The others buy the ungraduated tubes, graduate them, put their own marks upon them, and send them out as if they were their own make. The majority of the thermometers sold are made by two or three manufacturers, who put on them any desired brand or mark, and in this way probably a thousand apparently different makes are found on the market. It is hardly necessary to state that where the real maker's name does not appear the maker is apt to be careless. For instance, one of the lots examined, though bearing a small dealer's name, was made by one of the large makers whose certificates are usually to be relied upon, but of this lot five out of six were rejected. There is one so-called manufacturer who makes a practice of buying up the rejected "tubes," as the ungraduated thermometers are termed, graduating them, and selling them a little below the market price. It is hardly necessary to say that such thermometers are worse than useless.

The positive criminality of the manufacturers in selling clinical thermometers which are so misleading in their results as are some of those examined must be apparent to any one who has observed the grave importance which attaches to the variations in temperature in many febrile diseases. The mere fact that the pharmacist is not in position to carry out



Fig. 1.—Holder Loaded with 24 Thermometers.

the testing of thermometers in his own store by no means acquits him of responsibility in the matter. He can have his thermometers tested by the Government at a very slight expense.

HOW TO SECURE GOVERNMENT CERTIFICATES.

All that is necessary is to pack half a dozen thermometers carefully and express them prepaid to the United States Bureau of Standards, Washington, D. C., putting the name and address of the shipper on the package, and inclosing \$1.00 in money or Post Office money order (checks not being accepted) to cover cost of certification. The thermometers will be tested and returned within 10 days or two weeks, each being accompanied by a Government certificate which will not only enable the pharmacist to learn the actual facts as to the accuracy of his thermometers but will increase the market value of those which stand the test sufficiently to make the investment a profitable one. It has been suggested that the pharmacist should test his own thermometers by comparing them with what he believes to be accurate thermometers plunged into a teacup of water. The absurdity of this procedure becomes quickly apparent when one considers the various sources of possible error involved in such a rough-and-ready procedure.

AGEING THERMOMETERS.

Experiments made by the Bureau of Standards have demonstrated that where ordinary domestic glass is used in making all parts of the thermometer the average increase in the reading at the end of two months is three-tenths of a degree, and at the end

of 14 months sixty-eight-one-hundredths of a degree. The average change, however, in thermometers made with what is known as Jena normal glass or with French hard glass, at the end of two months amounts to only six-one-hundredths of a degree, and at the end of 14 months eleven-one-hundredths of a degree, showing that with this glass one-half the total observed change takes place during the first two months, and, as a matter of fact, the changes which occur after three or four months are practically negligible. These changes in the reading of thermometers are due to the fact that when glass is heated it expands quite rapidly to the volume corresponding to the temperature to which it is heated, but upon being cooled to the initial temperature it does not resume its initial volume for some time, the length of time elapsing depending upon the character of the glass and the amount of change in temperature. The gradual contraction of the glass to its initial volume results in a diminution in the size of the bulb, and consequently the mercury is caused to rise higher in the tube and give a higher reading after the thermometer has stood for some time than when it is first completed. Since the volume of mercury contained in the stem is very minute, the change in the volume



Fig. 2.—Complete Set of Apparatus for Examining Clinical Thermometers.

of the stem may be disregarded, and as a consequence it has become customary in the United States to make the stem of soft glass, using hard glass for the bulbs only. It occasionally happens also that in recovering from the stress caused by the great heat used in making the contraction of the bore which makes the thermometer self-registering a small splinter of glass is thrown off in the tube. This is not apt to take place until some time after the thermometer is made, but if it does occur of course it vitiates the readings of the thermometer.

Taking all these facts into consideration, it will be seen that it is highly important to "age" thermometers before they are put into use, and this point is fully appreciated by careful makers, who always "age" their thermometers before graduating them.

THE EXAMINATION OF THERMOMETERS BY THE BUREAU OF STANDARDS.

The United States Bureau of Standards, above referred to, is a bureau of the Department of Commerce and Labor, and is authorized to establish and to examine standards for the determination of electrical units, units of capacity, of mass, of length, and to standardize thermometers and scientific instruments generally. Up to the time that this bureau was estab-

lished, in 1901, the standards of the Yale Observatory were generally accepted. It has been found, however, that the Yale standard thermometers are slightly at variance with what is known as the International Hydrogen Scale, based upon the researches of Chappuis, carried out at the International Bureau of Weights and Measures. This scale is defined as follows in a resolution of the International Committee on Weights and Measures, adopted October 15, 1887:

The International Committee on Weights and Measures adopts as the standard thermometric scale for the International "Service of Weights and Measures" the centigrade scale of the hydrogen ther-

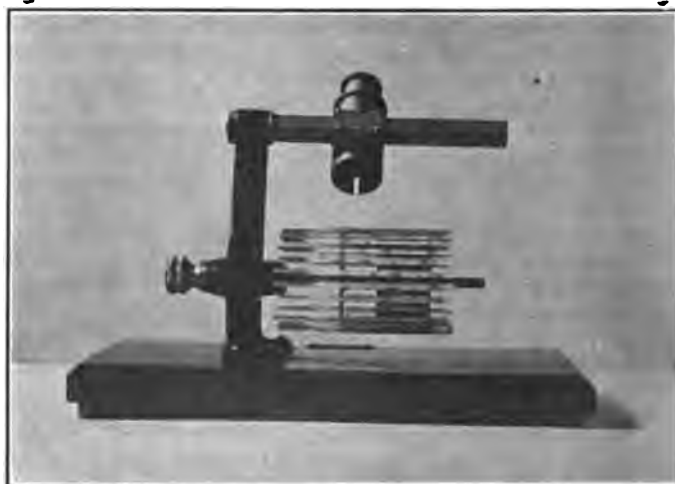


Fig. 3.—Holder in Observation Stand, with Micrometer Eye-Piece.

monometer, having as fixed points the temperature of melting ice (0 degrees) and of the vapor of distilled water boiling (100 degrees) at standard atmospheric pressure; the hydrogen being taken at an initial manometric pressure of 1 meter of mercury—that is to say, $\frac{1000}{760} = 1.358$ times the standard atmospheric pressure.

On this scale of temperature, therefore, 1 degree is measured by one one-hundredth of the change of the pressure between the two fixed points of a confined mass of hydrogen gas whose volume is kept constant, and whose initial pressure (at

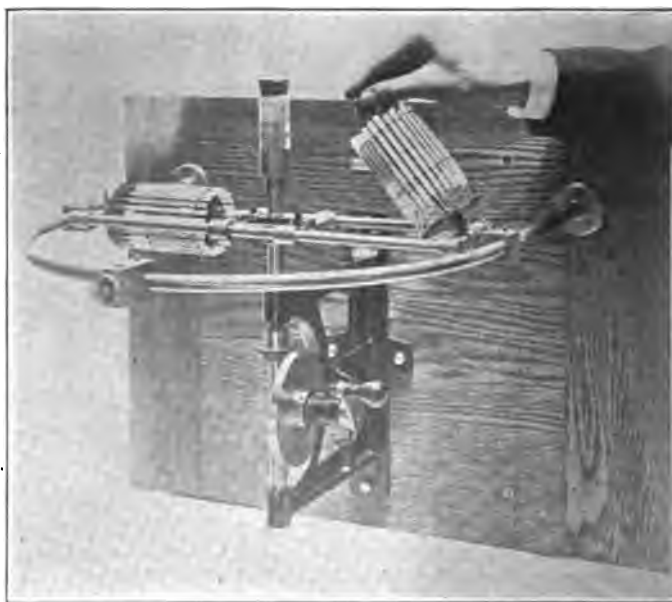


Fig. 4.—Centrifugal Machine for Throwing Back the Index.

0 degrees C.) is equivalent to 1 meter of mercury (at 0 degrees C., and at sea level, latitude 45 degrees).

It is hardly necessary to say that this scale is not capable of immediate application in the testing of clinical thermometers, and for that reason clinical standard thermometers have been constructed by the Bureau of Standards, being so made that when used in the water bath for testing the stems project above

the surface only about $2\frac{1}{2}$ inches, and hence the variation of the temperature in the room may be neglected. The corrections for these clinical standards are carefully determined by comparing them with the primary standards of the bureau.

DETAILS OF THE METHODS.

The routine pursued by the bureau in carrying on the work of standardization of clinical thermometers may be outlined briefly as follows: On each of the thermometers there is engraved a mark of identification for the use of the bureau. The thermometer is then examined for defects of construction, such as the presence of air bubbles, or moisture in the mercury or in the bore, cracks in the glass and defective graduations.

If this test is satisfactory the thermometer is then compared with the standard thermometers of the bureau at the four test points, 96, 100, 104 and 108 degrees, two independent comparisons being made at each point. If the two tests at any

way, forms a portion of the exhibit of the Bureau of Standards in the Government Building at the St. Louis Exposition. The holder is then taken out and placed on the stand shown in Fig. 3, to which is affixed a micrometer eye-piece. Reading through this eye-piece, the location of the index is very accurately and rapidly noted, an assistant taking down the figures called out by the observer.

The loaded holder is then placed in a centrifugal machine, or whirling device, which is shown in Fig. 4. By a series of experiments the bureau has determined the rate of speed at which this apparatus should be turned in order to equal the average force exerted in "shaking down" or resetting the index of the thermometers, and if the index fails to return when the machine is turned at the indicated speed, showing that the index is too difficult to shake down, the thermometers are rejected.

The holder is again placed in the water bath and a reading taken at 100 degrees, the results noted, the index shaken down by means of the whirling device, and observations made at 104 degrees and finally at 108 degrees. This process is repeated so as to give two readings for each thermometer at the same temperature. A careful comparison of these readings enables the operator to formulate a certificate for such of the thermometers as are acceptable and to determine which should be rejected. The results of these examinations are furnished to the maker or dealer who submits the thermometers in a tabulated form so that they can always be referred to when necessary. A reduced fac-simile of such a tabulated statement is presented in Fig. 5.

For much of the information contained in the above note and for the illustrations I am indebted to S. W. Stratton, chief of the Bureau of Standards, who has kindly permitted me to make free use of advance sheets of a monograph describing the work of the bureau, written by L. A. Fischer and C. W. Waldner. I am also indebted to several of the manufacturers of clinical thermometers who are interested in the elevation of the character of the thermometers on the market.

Having had so much to say in criticism of the commercial thermometers, it is but justice to the manufacturers to state that some of them have displayed the keenest interest in my work and have given me every assistance and encouragement in my effort to bring about a betterment in the character of the clinical thermometers of the market. The need of greater care in the purchase of clinical thermometers having been pointed out to pharmacists and physicians, it is to be hoped that an improvement will take place in the character of these goods as generally found in the market.

Raspberry Vinegar.

Take 12 pounds of raspberries, pick them, and place them in an earthenware basin and cover with 40 ounces of white vinegar. Place a sack or a piece of perforated paper over the top and let them soak for two days; at the end of that time turn them into a preserving pan, bring to the boil, remove the scum, if any, and strain through a fine cloth or bag, and for every 20 ounces of juice add a pound of sugar. Turn into the preserving pan, and bring to the boil, strain through a jelly bag, and when quite cold add a pint of best brandy. Pour off into bottles, cork down tight and put away for use.

The conference of German scientists and doctors was held at Breslau from September 18 to 24. The Pharmacy and Pharmacology Section was opened by Professor Dr. Poleck in the lecture room of the Pharmaceutical Institute of the University, of which he was for many years director, Dr. Gadamer, his successor, being in the chair. Among the communications were one by Professor H. Thoms, of Berlin, on oil of matico and matico camphor, and on German opium, and one by Professor E. Schmidt, of Marburg, on the influence of the side chain on the physiological action of cholin, neurin and allied combinations.

Department of Chemistry and Physics
BUREAU OF STANDARDS
Washington

The following form
(See B. S. No. 100-1-1)

B. S. TEST No. 933 of 24 CLINICAL THERMOMETERS

Submitted by Clinical Mfg. Co. Marked The E. J. H. Drug Co.

Checked by H. J. and F. W.

Computed by F. W.

Checked by H. J. Holder No. 10 Date 4/23/08.

Reading Therm	96.00	96.05	100.00	100.05	104.00	104.05	108.00	108.05	Remarks
No. 10000	-0.05	-0.05	-0.05	-0.05	-0.05	-0.05	-0.05	-0.05	
Green Therm	95.99	95.99	100.00	100.00	104.01	104.01	108.01	108.01	
No. 10001	-0.01	-0.01	0.00	0.00	-0.01	-0.01	-0.01	-0.01	
Corr. Temp	95.94	95.94	100.00	100.00	103.96	103.96	107.96	107.96	
1	95.94	95.94	-0.05	-0.05	0.00	0.00	0.00	0.00	-1
2	95.94	95.94	-0.05	-0.05	0.00	0.00	0.00	0.00	-1
3	95.94	95.94	-0.05	-0.05	0.00	0.00	0.00	0.00	-1
4	95.94	95.94	-0.05	-0.05	0.00	0.00	0.00	0.00	-1
5	95.94	95.94	-0.05	-0.05	0.00	0.00	0.00	0.00	-1
6	95.94	95.94	-0.05	-0.05	0.00	0.00	0.00	0.00	-1
7	95.94	95.94	-0.05	-0.05	0.00	0.00	0.00	0.00	-1
8	95.94	95.94	-0.05	-0.05	0.00	0.00	0.00	0.00	-1
9	95.94	95.94	-0.05	-0.05	0.00	0.00	0.00	0.00	-1
10	95.94	95.94	-0.05	-0.05	0.00	0.00	0.00	0.00	-1
11	95.94	95.94	-0.05	-0.05	0.00	0.00	0.00	0.00	-1
12	95.94	95.94	-0.05	-0.05	0.00	0.00	0.00	0.00	-1
13	95.94	95.94	-0.05	-0.05	0.00	0.00	0.00	0.00	-1
14	95.94	95.94	-0.05	-0.05	0.00	0.00	0.00	0.00	-1
15	95.94	95.94	-0.05	-0.05	0.00	0.00	0.00	0.00	-1
16	95.94	95.94	-0.05	-0.05	0.00	0.00	0.00	0.00	-1
17	95.94	95.94	-0.05	-0.05	0.00	0.00	0.00	0.00	-1
18	95.94	95.94	-0.05	-0.05	0.00	0.00	0.00	0.00	-1
19	95.94	95.94	-0.05	-0.05	0.00	0.00	0.00	0.00	-1
20	95.94	95.94	-0.05	-0.05	0.00	0.00	0.00	0.00	-1
21	95.94	95.94	-0.05	-0.05	0.00	0.00	0.00	0.00	-1
22	95.94	95.94	-0.05	-0.05	0.00	0.00	0.00	0.00	-1
23	95.94	95.94	-0.05	-0.05	0.00	0.00	0.00	0.00	-1
24	95.94	95.94	-0.05	-0.05	0.00	0.00	0.00	0.00	-1

Fig. 5.—Specimen Test Record Sheet as Furnished by the United States Bureau of Standards.

point differ by more than 0.15 degree F., or if the mean of the two tests give a correction in excess of 0.3 degree F., the thermometer is rejected. Furthermore, errors in the intervals between test points must not exceed 0.3 degree F. For example, if the correction at 96 degrees is 0.3 degree and at 100 degrees 0.1, the error in the interval would be 0.4 degree F., and the thermometer would be rejected.

Twenty-four thermometers are mounted in one of the small holders shown in Fig. 1. The loaded holder is placed in a tank of water heated to a temperature of 96 degrees. The tank used by the Bureau of Standards is quite intricate in construction, heated by an electrical coil, and is so designed as to insure the retention of the water at any temperature that is desired. This tank appears in the center of the table in Fig. 2, which shows a complete set of the apparatus used for testing clinical thermometers in the Bureau of Standards. This table, by the

DISPENSING PRACTICE.¹

BY HENRY P. HYNSON,
Baltimore, Md.

The present paper was suggested to the author by an experience at an examination in dispensing. The plan of examination was to select two actual prescriptions of powders, pills, mixtures, etc., each prescription belonging to a separate class, and to construct two examination papers from these pairs, adding two or three additional questions, as suggested by the nature of the prescription. The following general instructions accompanied the paper:

Write each of the following combinations in good prescription form, with directions as they should appear upon the labels. Describe the peculiar variety or condition of article used in the prescription. Fully and exactly state how it should be prepared and dispensed. As far as possible give reasons for each step and its advantages over some other procedure that might be followed.

As is evident, the first requirement is the ability to correctly write a prescription, and it is, without doubt, the one that is most generally lacking in candidates, and if the copies from pharmacists in practice are an indication, much more knowledge or far greater care is needed by them also. This shortcoming reflects as damagingly upon the copyist as do deficiencies in grammar or orthography. It is a defect the enormity and prevalence of which is not well understood. The subject of prescription writing is a matter not contemplated by this paper: but the encouragement may be offered those who have little or no knowledge of Latin, that, while it will be difficult for them to learn to make proper endings, it is entirely possible for them to correctly abbreviate, and thus avoid mixing bad Latin with equally bad English. To illustrate this point, the prescriptions will be written in a style that any one may easily acquire, and the best comments of all the candidates will be used as a composite direction for preparing each of them.

A PRESCRIPTION FOR POWDERS.

Prepare 12 powders, each to contain $2\frac{1}{2}$ grains of ammonium carbonate, $1\frac{1}{4}$ grains of sugar and $\frac{1}{8}$ drop of oil of peppermint. Direct them to be taken four hours apart.

R Ammon. carb.....gr. liiss
Sacch. alb.....gr. 134
Ol. menth. pip.....gtt. 1/8
M. ft. chart. i. Mitte tales xli.
S. One powder every four hours.

Upon a few grains of sugar in a mortar three drops of oil of peppermint are dropped and thoroughly triturated with it. This trituration is equally divided upon a balance; one portion is discarded, and with the other sufficient sugar is triturated to make the whole weigh 21 grains. Remove this from the mortar and select a clear piece of ammonium carbonate entirely freed from changed salt; of this weigh off 30 grains and powder quickly, then triturate with the sugar and oil. Divide carefully into 12 equal parts and wrap each part in a piece of waxed or parchment paper of proper size, which, in turn, should be wrapped in white paper to improve the appearance and further protect. These powders should be dispensed in a very tight box, or, preferably, in a well-ground glass-stoppered salt mouth bottle.

It may be added that these powders were in a moist, mass condition the day following their preparation. If they were not, as they evidently were, to be dissolved before taken, the addition of a few grains of starch would be advantageous.

A PILL PRESCRIPTION.

Prepare a mass composed of 6 grains of extract of nux vomica, 60 grains of Bland's mass, 30 grains of quinine sulphate, and divide into 24 pills. Direct one t. i. d.

R Ext. nuc. vom.....gr. vi
Mass. (Bland's).....3i
Quin. sulph.....gr. xxx
M. ft. pil. xxiv.
S. One three times a day.

First prepare Bland's mass by Dunning's formula, selecting clear crystals of iron sulphate, which should be rubbed to a

fine powder with the sugar and afterward rubbed with the previously powdered potassium carbonate until they become first a soft mass, then dry. To this powder, powdered liquorice root is added and all rubbed until again dry, when the whole is massed with glucose and much kneading. Considerable glucose is required.

If powdered extract of nux vomica is used, six grains are weighed off and triturated with successive quantities of the quinine. This mixture is incorporated, small quantities at a time, with the Bland's mass. Should it be necessary to use solid extract of nux vomica the extract should be softened with alcohol, thoroughly massed with the quinine, and the two masses intimately mixed. A good mass having been formed, it should be carefully divided into 24 equal parts, rolled into perfectly round pills, polished with a finisher and dispensed with little or no lycopodium. If "pipe" is not divided by machine more accurate cutting may be done by slightly indenting by the divisions on tile before finally cutting through the mass.

MASSSED CAPSULES.

Make 20 capsules of iron valerianate, 20 grains, and extract of sumbul, 40 grains. Direct one to be taken p. c.

R Ferri valer.....3i
Ext. sumbul.....3ij
M. ft. capsul. xx.
S. One after meals.

Weigh the extract of sumbul on an accurately balanced piece of waxed paper; place in mortar and add the iron valerianate in small quantities at a time. While thoroughly incorporating the two, add sufficient powdered liquorice root to make a firm mass, which should be accurately divided into 20 equal parts and the parts formed into shape to fit capsule. The hands should then be carefully cleansed and the masses, by the aid of a pin, placed in the capsules that will fit them best, care being taken to prevent any of this mass getting on the outside of the capsule or edge of cap. These should be dispensed in a box, preferably with perforations, in order that any unavoidable odor may not be concentrated in the container.

PRESCRIPTION FOR A SPRAY.

Add 8 minims of a 1 per cent. alcoholic solution of thymol to 20 grains of antipyrin, dissolved in enough water to make two fluid ounces. Direct the liquid to be used as a spray.

R Antipyrin.....gr. xx
Liq. thymol. (alc.), 1 p. c.....mviij
Aque, q. s. ad.....3ij
M. ft. sol.
S. Use as spray.

Dissolve 1 grain of thymol in 99 grains of alcohol. To 40 minims of this add sufficient alcohol to make $2\frac{1}{2}$ fluid drachms. Of this dilution take $\frac{1}{2}$ fluid drachm and triturate with $\frac{1}{2}$ drachm of precipitated calcium phosphate in a mortar, with which should be mixed 2 fluid ounces of water; filter the mixture and wash the filter with enough water to make the filtrate measure 2 fluid ounces. Dissolve the antipyrin in the filtrate, strain through cotton if necessary, and dispense in perfectly clean bottle, being careful to see that the cork is wholly sound.

The use of calcium phosphate is scarcely necessary for this small quantity of thymol. It offers a good point, however.

A MOUTH WASH.

Make a mixture of three scruples of powdered alum, 60 grains of potassium chlorate, $\frac{1}{2}$ fluid ounce of tincture of myrrh, 4 fluid drachms of honey and sufficient water to make all measure 4 fluid ounces. Direct 2 fluid drachms to be added to 2 fluid ounces of water and used as mouth wash for a child.

R Pulv. alum. } aa.....3i
Potass. chlor. }
Tinct. myrrh. } aa.....3iv
Mell. }
Aq. q. s. ad.....3iv
S. For child: Add two teaspoonfuls to a wine glass of water and use as a mouth wash.

Finely powder the potassium chlorate, add powdered alum and dissolve in three fluid ounces of water. If any of the salts remain undissolved allow to subside in mortar, pour off clear

¹ Abstract of a paper presented to the American Pharmaceutical Association at the Kansas City Meeting.

liquid and strain through cotton. Rub honey over sides and bottom of mortar and add tincture; thoroughly mix the two, add about 2 fluid ounces of solution of salts very slowly, small quantities at a time, stirring constantly. Pour mixture into bottle and rinse mortar with balance of solution, in successive portions, and add to contents of bottle. Dispense with "Shake well" label.

SUPPOSITORIES BY HAND.

Make three suppositories by hand, each containing 2 grains of aqueous extract of opium. Supply suitable directions.

R Extract. opii.....gr. vi
Ft. suppos.....ijj
S. Insert one as directed.

Melt 90 grains of cacao butter in a capsule over a water bath, using no more heat than necessary. Use solid extract and soften upon slab, being careful not to allow any of it to dry before the melted cacao butter is added in successive portions. Mix thoroughly and work mass, allowing it to cool gradually and while mixing; work mass well until it becomes plastic, like a good pill mass. Then roll out and divide accurately into three parts, which should be shaped into cones, all of the same form. Use as little lycopodium as possible and wipe off any adhering, before dispensing.

AN OILY SPRAY SOLUTION.

Prepare 1 ounce of a spray solution with white petroleum oil as a base and containing 2 grains of iodine and 3 per cent. of campho-menthol. Direct it to be used M. & E.

Iodin.....gr. ij.
Campho-menthol.....3 p. c.
Ol. petrol. alb.....3i
M. ft. sol.

S. Use in atomizer morning and evening.

Weigh 1 fluid ounce of white petroleum oil and ascertain what would be 3 per cent. of its weight. Triturate together equal weights of camphor and menthol, sufficient to equal the percentage found, and dissolve in the fluid ounce of petroleum oil, less the weight of camphor and menthol; in which oil the iodine had been dissolved by the aid of gentle heat and cooled. If the solution is not perfectly free from foreign matter it should be strained. Care should be taken not to volatilize any of the campho-menthol or iodine.

PERCENTAGE SOLUTION PROBLEM.

How much cocaine hydrochloride will be required to make 2 fluid ounces of a 20 per cent. solution, remembering that every 100 grains of the salt in solution will increase the volume 80 minims? Give work.

Finding, according to the rule given, that 200 grains of the salt and 800 grains of water will make 1000 minims, or 1-25 more than required, it is only necessary to deduct 1-25 from each of the sums obtained to get the amounts required, which are, of cocaine hydrochloride, 192 grains dissolved in 13½ fluid drachms of water.

$$\begin{array}{rcl} 200 \times .80 & = & 160 \\ 160 + 840 & = & 1000 - 960 = 40 \\ 1000 \div 40 & = & 25 \\ 200 \div 25 & = & 8 \quad 200 - 8 = 192 \\ 800 \div 25 & = & 32 \quad 800 - 32 = 768 \\ 192 + 768 & = & 960 \\ \text{or, } 960 \times .20 & = & 192 \quad 960 \times .80 = 768 \\ 768 \div .95 & = & 808 \text{ (min.)} + 60 = 13\frac{1}{2} \text{ fld. drachms} \end{array}$$

HOT WATER AND SOLUBLE SALTS.

Why should hot water not be used in preparing a mixture containing an excess of a soluble salt?

This question was given simply to relieve and reassure the candidates, and was correctly answered by every member of the class, save one.

Soluble, or any other undissolved matter in a mixture should be in a very fine powder. If dissolved in hot water, the excess, upon the cooling of the solution, will crystallize out in an undesirable condition.

Leading pharmacists, dispensers of acknowledged ability and members of this association, have kindly made just such comments as the students examined were expected to make, and it is most creditable to find that they have severally cov-

ered so many of the points that were assembled from those made by the class.

HOW EXPERIENCED DISPENSERS TREATED THE PRESCRIPTIONS.

Their remarks, which will be disguised as coming from A and B, are as follows:

A. "In the first prescription I would use three drops of oil of peppermint and 42 grains of sugar, and, after triturating thoroughly, divide into two equal parts, one of which I would mix with 30 grains of ammonium carbonate, previously reduced to fine powder. The other part I would throw away or reserve for future use if I thought I would get a repeat. After mixing the ammonium carbonate with the sugar and the oil, divide into 12 equal parts and inclose each in paraffine paper. I would select clear pieces of ammonium carbonate."

B. "Prepare this by mixing sugar with the oil, using double quantity of both, and, after thorough trituration, weigh off one-half and mix with the ammonium carbonate, previously powdered. These powders should be dispensed in paraffine paper."

A. "In the second prescription I would proceed just as I would in making Bland's pills, using 32 grains of ferrous sulphate, 16 grains of potassium carbonate, 8 grains of sugar, 2 of powdered tragacanth and 2 of powdered marshmallow, and 1 drop each of glycerin and water. After the mass was well made I would work in the quinine and the extract of nux vomica and use glucose as an excipient. I would reduce the extract of nux vomica to a very fine powder and mix thoroughly with the quinine before mixing with the Bland's pill mass."

B. "Make Bland's mass, using Pharmacopoeia proportions. In this case would use:

Ferrous sulph.....40 gr.
Potass. carb.....20 gr.
Sugar.....10 gr.
Tragacanth.....2.5 gr.
Althea.....2.5 gr.
Glycerin } aa q. s. to mass.
Water }

"Use one drachm and incorporate the extract nux vomica and quinine sulphate, previously triturated together, until a good mass is formed. Then divide and roll into pills."

A. The third prescription: "I confess I have never worked with extract of sumbul. I would reduce the valerianate of iron to a fine powder and mix with the extract of sumbul, using powdered liquorice root to stiffen the mass, if necessary. Divide into 20 equal parts and inclose each in a capsule. I imagine this would make a sticky, ill smelling mass. I believe I would work this the same as I would asafoetida. After thoroughly cleaning my hands, would use a pin to pick up the divided parts and put into the capsules."

B. "I see nothing peculiar about this. The main thing is to see to it that the hands are thoroughly clean before filling in the capsules. I have no trouble in making a clean job of prescriptions of this kind. I make my mass rather solid and use a needle to insert them in the capsule, always using a capsule one size larger than necessary. I have used a perfumed powder for valerianate capsules—liquorice and vanilla or coumarin, in which I rolled the mass, before and after division."

A. "In the fourth prescription I would make a 1 per cent. solution of thymol in alcohol by weight, and use 8 minims of it."

B. "Weigh out ½ grain thymol, dissolve in 50 grains of alcohol; of the solution use 8 minims. Dissolve antipyrin in 1½ ounces of water, add thymol solution and water q. s. to 2 fluid ounces. Filter."

A. The fifth prescription: "I would dissolve the alum and potassium chlorate in 3 fluid ounces of water and add to the tincture of myrrh, previously mixed with the strained honey."

B. "Prescriptions containing gum resins I would always use some powdered tragacanth to keep it in suspension; that is, if it is an aqueous solution. Rub tragacanth with enough water to make a smooth paste, using ½ drachm of powdered tragacanth. Dissolve the alum and potassium chlorate in the water, mix well with the honey and tragacanth mucilage, and, lastly, add tincture of myrrh. Dispense with 'Shake' label."

A. "In the sixth prescription I would dispense rectal suppositories. I would make them of cacao butter and by fusion. The extract of opium I would first rub up with a few drops of water before mixing with the cacao butter. The dose of extract of opium seems rather large, but I do not think it is excessive."

B. "I make my suppositories in the old-fashioned mold, especially when only a small number is prescribed. I place the mold on ice, chilling it thoroughly. In the meantime, I mix my extract of opium with cacao butter, which is grated very fine and brought just to the melting point before adding the

extract of opium, taking care not to use any more heat than is necessary. By running the mixture in the cold mold while barely fluid I believe the opium is well divided."

A. "In the last prescription I would figure on an ounce of 480 grains. Campho-menthol I would take to mean equal parts of camphor and menthol, and 3 per cent. as 3 per cent. of 1 ounce. I would take 2 grains of iodine, rub it to a very fine powder in a glass mortar, add 7 grains each of camphor and menthol and triturate until camphor and menthol become liquified and the iodine is dissolved, which it will finally do. Lastly, add white petroleum oil or liquid alboline to make 480 grains."

B. "Weigh campho-menthol in small capsules, 3 per cent. being 13.5 grains; warm over water bath and dissolve iodine in warm solution, then add petroleum oil."

While the points brought out in this paper are, by no means, extraordinary, they are of the kind by which a dispenser may be properly tested. And these are of the kind that are constantly being overlooked by those excellent pharmacists who, having become greatly used to such requirements, fail to realize that it is through and by the skill they have attained that these very important points are so easily made that they pass unnoticed.

These points must be of a kind, also, that go unrecognized by those pharmaceutical writers and editors who are constantly declaring, as they try to prove, that pharmacy and pharmacists are still degenerating; just as was done fifty years ago. They fail to find the requirements for pharmaceutical knowledge and technique, because the dissemination of knowledge has been so comparatively general their power and effects are greatly undervalued.

EPSOM SALT.¹

M. I. WILBERT, PH.M.,

Apothecary at the German Hospital, Philadelphia.

While it would probably be difficult to present anything new or original in connection with such a well known and extensively used chemical as magnesium sulphate, there are, nevertheless, a number of facts of more or less general importance that may be interesting or new to some of the members of this section.

Magnesium sulphate, as it occurs in the shops, is, chemically at least, a comparatively pure substance. In a general way it may be said to be available in three qualities, commercial, purified and chemically pure.

The chemically pure salt is only used as a reagent, and is seldom or never found in the shop of the apothecary. It should be free from even traces of hydrochloric acid and nearly free from any indication of sodium by the flame test.

The purified salt occurs in small colorless rhombic prisms, or acicular crystals, quite free from arsenic or any of the soluble salts of the heavy metals, but usually containing appreciable quantities of a sodium salt and of a chloride.

The commercial salt is seldom or never colorless, usually contains larger quantities of a chloride, probably as magnesium chloride, and a considerable amount of finely-divided insoluble material, generally consisting almost entirely of oxide of iron.

In addition to this, both the purified as well as the commercial salt are almost invariably contaminated by the more or less accidental admixture of foreign substances.

This admixture of foreign materials is the one objectionable feature that appears to be common to all so-called heavy chemicals. The contaminations may consist of pieces of wood, paper, nails, string, straw and a hundred and one other articles that have a faculty of finding their way into the barrels or containers of these various chemicals, and are usually accepted as a matter of course. Of the fifteen or twenty samples of magnesium sulphate that were purchased in retail pharmacies, not a single one was entirely free from this objectionable feature, the unnecessary admixture of foreign materials. In addition to this, as may be seen from the accompanying samples, several of the specimens were of a decidedly inferior quality, being comparatively dark in color and quite

moist. This accompanying moisture is usually attributed to the hygroscopic character of the contained magnesium chloride.

There can be no reasonable excuse for offering an inferior quality of Epsom salts for medicinal use, as the difference in the price, at first hand, is usually not more than a fraction of a cent. In this connection it may be said that the physical characteristics of magnesium sulphate, particularly in larger quantities, are frequently sufficient to condemn the poorer quality without the additional use of chemical reagents.

Of the chemical reagents, besides litmus paper and the necessary tests for identity, the solutions of silver nitrate and potassium ferrocyanide are probably of greatest importance. The first will indicate the approximate amount of the contained chloride, while the latter is valuable as indicating the presence or absence of iron, copper or zinc, and for all practical purposes is sufficiently delicate. Special attention should be directed to the contamination by finely-divided oxides, particularly oxide of iron. This latter is sometimes even found in salts that appear to be otherwise quite acceptable. It is most readily detected by making a saturated solution of the suspected salt with distilled water, and allowing to stand for from 12 to 24 hours. If oxide of iron is present it will occur as a finely-divided, brownish precipitate. On separating the precipitate and dissolving in dilute acids, it will be found to respond readily to the usual tests for iron.

This contamination is probably due to the fact that after roasting, to oxidize the iron salts, sufficient care has not been exercised to separate the resulting oxides in subsequent processes.

Magnesium sulphate is undoubtedly one of the most widely known and most extensively used medicinal chemicals. It is official in every known Pharmacopœia, although the official titles vary considerably. According to the Universal Pharmacopœia, by Dr. Hirsch, it is called *Magnesiæ sulphas* in the United States and Great Britain, *Magnesium sulphuricum* in Germany, *Sulfas magnesicus* in Holland and Sweden, and *Sulfas magnesiae* in Belgium.

Among the Latin and English synonyms that have been applied to it we may cite: *Magnesia vitriolata*, *sal amarum*, *sal anglicum*, *sal catharticum*, *sal Ebschamense*, *sal Ebsomlense*, *sal Seidlitzense*, *sal Seidlitzense*, *sal Seidschützense*, *magnesium sulphate*, *bitter salt*, *bitter laxative salt*, *bitter purging salt*, *cathartic salt*, *English salts*, *Epsom salts*, *physical salt*, *laxative salt*, *sulphate of magnesia* and *vitriolated magnesia*.

The discovery of magnesium sulphate is usually accredited to Dr. Nehemiah Grew, an English physician and a son of the Rev. Obadiah Grew, a celebrated Nonconformist divine (1607-1698).

Dr. Nehemiah Grew was born in Coventry, England, about 1641. He received his classical education at Pembroke Hall, Cambridge. He was then sent abroad to study medicine, and received his degree of Doctor in Medicine at Leyden in 1671. On his return to England he devoted considerable time to the study of natural history, particularly botany; he was elected a fellow of the Royal Society in 1672, and one of the secretaries in 1677. Dr. Grew is particularly well known as a botanist, being noted for his studies and investigations on the anatomy and physiology of plants. In consideration of his professional and scientific work, he was made an honorary fellow of the Royal Society of Physicians in 1680.

The date of the discovery of Epsom salts is variously given as 1675 and 1694. From the fact that the first edition of his pamphlet, "A Treatise of the Nature and Use of the Bitter Purging Salt," appeared in London in 1697, the latter (1694) is probably the year in which magnesium sulphate was first made, by evaporating the waters of a spring at Epsom, in Surrey, England. Dr. Grew died in London, March 25, 1712.

About 1710, magnesium sulphate was found to exist in considerable quantities in the residual mother liquor or bitters of salt works. This bitters, for many years, was the chief source of the chemical in England, and later also in this country.

About 1815, Dr. William Henry of Manchester devised a process for manufacturing sulphate of magnesia and other magnesia salts from dolomite, a double carbonate of magnesium

¹ Read at the fifty-second annual meeting of the American Pharmaceutical Association, held at Kansas City, Mo., September, 1904.

and calcium. This dolomite process is said to be still in use in England, despite the fact that globertite, a native magnesium carbonate, has displaced it in many places.

In our own country magnesium sulphate was, according to the "History of American Manufactures," by Leander Bishop, first made by the evaporation of the waters of a spring located at Bridport, Addison County, Vt., by the Rev. Sylvanus Chapin.

About the beginning of the nineteenth century, large quantities of magnesium sulphate were obtained as a by-product in the manufacture of salt from sea water, in Barnstable County, Mass. The methods that were employed at that time were described at some length by Daniel B. Smith, in the first number of the "Journal of the Philadelphia College of Pharmacy," published in 1825.

About 1828 or shortly after a firm in or near the city of Baltimore began the manufacture of magnesium sulphate from native magnesite, a hydrated silicate of magnesia. The processes employed in this industry were described in 1833 by Elias Durand, in a paper published in the "Journal of the Philadelphia College of Pharmacy" (vol. 5, page 1).

The Maryland works were in a position to produce a salt equal in every respect to any that had been brought from England, and far superior to that produced at the salt works in Massachusetts; consequently they soon controlled the whole American market.

In the Western country, as the region west of the Allegheny Mountains was then called, some magnesium sulphate was made at quite an early date, from the native salt occurring in the caves and caverns along the Ohio River. In one of these caves, "near the Big Blue River in the Indiana country," the salt was said to form a stratum several inches thick on the bottom or floor of the cavern. At the present time probably the greater amount of the magnesium sulphate made in this country is made from native magnesium carbonate, globertite, or, as it is more frequently, but erroneously called, magnesite.

This mineral is being imported, largely from Greece, in considerable quantities, and is extensively used as the source of carbon dioxide for aerating artificial mineral waters.

Globertite, or magnesia marble, occurs in compact, flint-like masses resembling a fine quality of white marble. It consists almost entirely of magnesium carbonate, being contaminated with but traces of iron, calcium, aluminum and silica.

In the manufacture of carbon dioxide the large masses are usually subjected to a preliminary roasting, which disintegrates the hard masses of rock. The smaller fragments are then either calcined in a special furnace to an oxide, or are treated in a suitable vat with sulphuric acid, the liberated carbon dioxide of either process, if intended for the so-called liquefied carbon dioxide gas, is washed and subsequently compressed.

The total importations of crude and roasted magnesite during the last six years have increased from approximately 8000 metric tons in 1898 to 54,000 metric tons in 1903, the importations for the intervening years being 20,000 tons in 1899, 29,000 tons in 1900, 32,000 tons in 1901 and 39,000 tons in 1902.

Magnesium sulphate itself has been imported into this country in rather varying quantities, being approximately 45 metric tons in 1898, 37 tons in 1899, 188 tons in 1900, 133 tons in 1901, 89 tons in 1902 and 1219 tons in 1903. The sudden increase during the last fiscal year is said to be due to the fact that owing to the very low price for magnesium sulphate in the wholesale market several American manufacturers have discontinued making it. Magnesium sulphate, in addition to its use in medicine, and as a source of other magnesium salts, is also used quite extensively in the arts and manufactures.

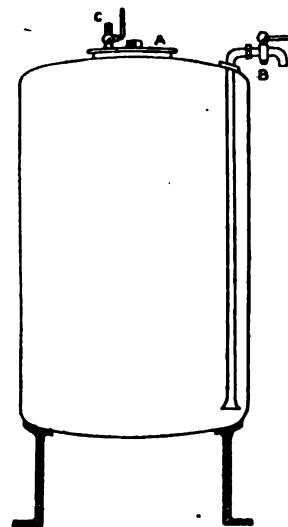
The sulphate is used in dyeing as a fixing agent for a number of coal-tar dyes, in bleaching as an addition to chlorine and peroxide compounds, particularly in the bleaching of animal fibers, where strong alkalies are contraindicated; in the textile industry as an addition to the dressing in cotton and linen fabrics, in paper making to give a hard and glossy surface finish, in the beet sugar industry to aid in clarifying the syrup, and on a smaller scale it is frequently used as an addition to whitewash where a brilliant and lasting white is desired.

A CONTAINER FOR FLUIDS WHICH SPOIL ON EXPOSURE TO THE AIR.¹

By E. H. GANE, Ph.C.,
New York, N. Y.

The container which is described and illustrated herewith was originally designed for the storage of codliver oil, which is one of the most difficult of all oils to keep sweet, owing to the avidity with which it absorbs oxygen from the air. The apparatus is, however, applicable to the storage of all liquids which are liable to spoil upon exposure under ordinary conditions.

Codliver oil, even with the most careful handling, is difficult to store, and it is rarely that the last portions removed from the container are as sweet as when the package was first opened. This is particularly the case in handling the oil in a jobbing way, where a number of small packages have to be filled from day to day. To obviate this difficulty, and also to decrease the amount of handling, the writer has for some time been using a container which has given perfect satisfaction.



As will be seen from the illustration, there is nothing novel about the principle of this container. It is simply an adaptation of the principle of the ordinary wash bottle. Similar devices may be in use elsewhere, but the writer does not recall any published account thereof.

The body of the container is made of tinned copper, but heavy tin or galvanized iron can be used equally well, provided it will stand about 20 pounds pressure. At A is the opening for filling, which is closed by a screw cap with rubber gasket. In the cap is inserted a stopcock, C. At the right is a pipe, B, running almost to the bottom of the container and terminating in a stopcock, out of which the oil is delivered. When in use the apparatus is connected at C by a rubber hose with a cylinder of carbonic acid gas, liquefied, or under pressure. Upon opening the various stopcocks the oil is delivered at B in any desired quantity. In this way contact with the air is avoided and the last ounce is delivered in as good condition as the first. Moreover, any oil left over from season to season can be thus preserved in perfect condition, as oxidation cannot proceed in an atmosphere of carbon dioxide. This gas is now procurable so cheaply that the cost of the same is almost a negligible quantity and is more than saved by the saving in oil that might otherwise be spoiled.

The apparatus can be made of any size to hold from an ounce up to a couple of barrels or more of oil, and the practical pharmacist with a glass bottle, a rubber cork and a couple of glass tubes can fix up one to suit his own requirements without going to the expense of copper or other metal containers.

¹ Read at the Kansas City meeting of the American Pharmaceutical Association, September 7, 1904.

Cream of Current Literature

A summary of the leading articles in contemporary pharmaceutical periodicals.

Graminin.—A new hay fever serum.—The success of Dunbar's pollantin for the relief and cure of hay fever has stimulated the production of similar serums, the latest of which is graminin, prepared at the Reute-Enoch laboratory, Hamburg, Germany.

Santalol is the name given to a water soluble extract representing the virtues of the oils of sandalwood, cubeb and pimento, the balsams of copaiba and peru and buchu leaves. The preparation, which has been introduced into medicine by Hegeman & Co., New York, is recommended in the treatment of all diseases of the genito-urinary tract. The dose is one to two fluid drachms.

Action of Carbon Dioxide on Magnesia.—It is generally assumed that magnesium bicarbonate results from the action of carbonic acid in excess upon magnesium hydrate, but M. Monhaupt shows (*Ch. Ztg.*, 1904, 869) that no bicarbonate can be separated from the liquid obtained by passing CO_2 into water, in which $\text{Mg}(\text{OH})_2$ is suspended. In all cases he obtained a microscopically crystalline trihydrate of the normal carbonate $\text{MgCO}_3 \cdot 3\text{H}_2\text{O}$, which contained in addition a small proportion of uncarbonated base.

Turicine, a New Anti-Diarrhoeal Remedy, is composed of a combination of tannin and glutenin (gluten-casein). It occurs as a white, light powder without odor or taste, insoluble in cold or hot water, in alcohol or dilute acids; soluble in alkalies and ammonia, with a reddish or red color, according to the degree of concentration. It is very resistant to gastric juice, but is decomposed in the intestines. Its effects are those of an astringent and antiseptic, but it has no paralyzing action on the intestines as has opium. A turicine is especially prepared for children, containing 20 per cent. of the original drug together with starch and some aromatic substances.—*Journal de Pharmacie et de Chimie*, September 16, 1904.

The Belladonna Syrup of the New French Codex.—Grimbert (*Journal de Pharmacie et de Chimie*, September 16, 1904) describes the various new syrups introduced into the proposed revision of the French Codex. Of these, *syrup of belladonna* is interesting. In the Codex of 1884, 20 Gm. of this syrup corresponded to 1.48 Gm. of the tincture. In the new Codex the syrup will be so prepared that the new 10 per cent. international tincture of belladonna leaves will be used. The formula in the new Codex is as follows: Tincture of belladonna, 50 Gm., and syrup of sugar, 950 Gm. In the *syrup of aconite*, the tincture of aconite formerly employed will be replaced by the tincture of the international convention, of the strength of 10 per cent., and the syrup will contain 20 Gm. of this tincture and 980 Gm. of simple syrup.

Artificial Musk.—According to Franz Fritzsche & Co. of Hamburg (*Apotheker Zeitung*, 1904, p. 197), the absolutely pure preparation known as artificial musk occurs in colorless, brilliant crystals, melting at 113 degrees C. The purer artificial musk is, the more difficult it is to dissolve in alcohol. One hundred Gm. of warm 95 per cent. alcohol dissolve 1 Gm. of musk, which crystallizes again on cooling. The addition of other odorous substances, such as heliotropine, etc., or of fixatives, such as tincture of benzoin, to the alcohol renders the musk more soluble. Artificial musk is often adulterated with acetanilid; the presence of the latter may be shown by recrystallizing from boiling water and by testing with the indophenol reaction. A preparation which dissolves in boiling water is always adulterated.

Camphor from Isoborneol.—A very productive method of converting isoborneol into camphor is patented by the firm of E. Schering, Berlin (French patent 341,513; *Chem. Ztg.*, 1904, 733). Hitherto the treatment by oxidizing agents has resulted in very small yields, and even permanganate in glacial acetic acid only gives 10 per cent. of camphor, although a quantitative

conversion has been erroneously recorded. The patentee, however, by substituting for the solvents generally employed one such as benzol or petroleum ether, which will resist oxidizing action, has obtained 95 to 100 per cent. of the theoretical amount. The oxidation is effected as follows: To 10 kilograms of isoborneol mixed with the same weight of benzol a solution of 10 kilos. of potassium permanganate in 1000 liters of water is slowly added with constant stirring. The camphor so formed is driven over into a receiver by distillation in steam, and purified by crystallization from petroleum ether.

The Manufacture of Cocaine in Peru.—According to a report published in the *Pharmaceutische Centralhalle*, August 4, 1904, the cocaine industry has greatly increased in Peru within the last few years. The German Consulate at Callao, in a recent statement, reports that there were in the various provinces of Peru 21 factories in which cocaine was manufactured. The production of cocaine in 1901 comprised over 10,700 kilograms, which corresponds to the use of 1,500 tons of coca leaves. The export of leaves for the manufacture of wines and other medicinal preparations comprised 610 tons. So that the total production of leaves, excluding that which is consumed in the country itself by the natives, may be estimated at 2,100 tons. The cocaine exported contained from $1\frac{1}{2}$ to 2 per cent. adulterations. In 1901 the production of cocaine was more than twice as large as that reported in 1897. The chief market for this product is Hamburg, where the cocaine is purified and is sold in various parts of the world.

The Preparation of Syrup of Tolu.—Tamisier (*Journal de Pharmacie et de Chimie*, September 16, 1904, page 273) discusses the best method of making syrup of tolu. He says that if this syrup be treated with ether and the mixture decanted and the supernatant fluid evaporated, a resinous material is obtained. On contact with air the odor of vanilla in this material becomes exaggerated. If treated with a few drops of iodine and slightly heated it is transformed into an oily liquid which resembles terpineol. This fact indicates that the pleasant odor of syrup of tolu is not only dependent upon the presence of a volatile oil which is present in small amounts in the balsam of tolu, but that there is also in this balsam a terpene the role of which is not indifferent. Prolonged boiling produces a hydration of this terpene, especially in the presence of organic acids, such as cinnamic acid, and thus leads to the development of a new volatile substance. From the practical point of view the following conclusions may be drawn from these facts: We should always conform to the method prescribed in the Codex and boil the syrup for a long time. The addition of a little terpene in powder during the boiling increases the strength of the odor of the syrup. From the scientific point of view we may conclude that it is possible to prepare organic ethers of terpene, a mixture of which in definite proportions would give the same odor as that of syrup of tolu.

Reactions of Some Drugs Derived from Gallic Acid.—Lemaire describes a series of tests which are useful in identifying certain drugs derived from gallic acid. (*Bulletin de la Société Pharmaceutique de Bordeaux*, February, 1904.) The tests were performed by shaking 2 Cgm. of the derivative of gallic acid with 2 Cc. of the following solutions prepared in the cold: (1) Solution of sodium metavanadate, containing 5 Gm. per litre; (2) solution of ammonium metavanadate, containing 2 Gm. per litre. With gallic acid and with tannin the two reagents in question give rise to a bluish green color which is very dark. Airol with sodium vanadate solution loses its grayish color after an instant and becomes a dirty yellow. When the mixture is heated this change takes place more rapidly, and the fluid turns greenish in color. In both instances there is a reddish sediment on standing in the tube. With ammonium vanadate a greenish-yellow color is obtained, which afterward

turns an ochre yellow. With heat the color is brown. Gallanol gives a yellow color when brought into contact with either reagent. With heat the sodium solution becomes dark green, then blue if some more gallanol be added. With the ammonium solution a blue color is obtained. Dermotol, tannigen and tanalbin, with either vanadate, gradually turn brown in the cold and later assume a greenish tint. With heat this color reaction is obtained at once. With tannoform the sodium solution gives a violet color, changing to dark green; with heat it rapidly turns dark green.

A New Quinine Test.—Deniges (*Bulletin de la Société de Pharmacie de Bordeaux*, April, 1904) has found that by burning a ribbon of magnesium a light is obtained which gives such chemical radiations that the fluorescence of quinine solutions may be observed by its aid when there is not more than 2 Mgs. of quinine in a liter of water. It is well known that the fluorescence of a quinine solution which is appreciated in daylight and in the light of an electric arc cannot be perceived with various other artificial lights. The author proposes to employ the magnesium ribbon light for determining the percentage of quinine in a solution. He dissolved 0.17 Gm. of quinine sulphate in a sufficient quantity of water and sulphuric acid, and added enough water to make 100 Cc. This mixture contains 1 Gm. of anhydrous quinine per liter. Of this solution 5 Cc. were taken and diluted up to 100 Cc. with water. This solution, which he called solution A, contained 5 Mgs. of anhydrous quinine, or 50 Mgs. per liter. Of this solution A 10 Cc. are placed in a test-tube, 0.5 Cc. of ammonia and 15 Cc. of sulphuric ether are added, the mixture is shaken, allowed to settle and 10 Cc. of the ethereal layer are removed with a pipette. This ethereal solution is placed in a tube 16 or 18 Cm. long and 16 Mm. in diameter. To its contents 10 Cc. of 5 per cent. pure acid are added and the mixture shaken. The watery layer takes up the quinine which is in solution in the ether, the consequence being that the watery portion becomes fluorescent. The ethereal layer is then removed by means of a pipette and the tube is sealed. This tube is the first control-tube and bears a label stating that it contains 50 Mg. of anhydrous quinine per liter. In the same way, five other tubes, containing 40, 30, 20, 10 and 5 Mm. per liter, respectively, are prepared and appropriately labeled. The author has found that the control-tubes thus prepared are more accurate than those prepared with titrated solutions of quinine sulphate. By the aid of magnesium light the author was able to compare the fluorescence of quinine solutions with the series of tubes and was able to make rapid and accurate estimations. He also extracted the quinine from various preparations and examined the extracts with the aid of this fluoroscopic method.

The Purity of East Indian Sandalwood Oil is the subject of a recent essay by Riedel, quoted in *Pharmaceutische Centralhalle*, 1904, No. 13. East Indian sandalwood oil is free from all the unpleasant effects which are common to the adulterated oils. In the preparation of gonosan Riedel had occasion to buy large quantities of sandalwood oil, and came across a number of samples which were by no means unobjectionable, although they complied with the requirements of the German Pharmacopœia. He found also that the German official directions for the determination of the purity of sandalwood oil were not sufficient. The chief adulterant of sandalwood oil is oil of cedar, which increases the angle of rotation and decreases the specific gravity of the product. Similar changes are produced by balsam of copaiba and by gurgun balsam; the rotary power is slightly diminished by the former.

West Indian sandalwood oil turns polarized light to the right and is very sparingly soluble in alcohol. The oil distilled in India is said to be adulterated at times with castor oil or with the fixed oil of the seeds of the sandalwood tree, which is properly used only for lighting. Not infrequently the oil of sesame, linseed oil and paraffin oil are added, the three last-named being detected by their insolubility in alcohol and their high saponifying figures. Good oils contain from 93 to 98 per cent. and never less than 90 per cent. of oil of sandalwood.

It is impossible for the pharmacist to perform all the tests

referred to above, especially as he rarely possesses a polariscope. Riedel therefore recommends the process of Conrady for testing sandalwood oil. In regard to its boiling point, the German Pharmacopœia says that it boils at 300 degrees C., but the author has observed that oils with at least 95 per cent. sandalwood oil begin to boil at from 275 to 280 degrees, and boil fully at 292 or 294 degrees. The German tests do not speak of the reduction of the boiling point to the normal pressure of the atmosphere, and this makes considerable difference. The purity of sandalwood oil is a very uncertain thing and buyers are warned not to accept any product unless it has been properly tested.

Eucaine Lactate.—For the production of anaesthesia of mucous membrane an efficient substitute for cocaine is much needed; concentrated strengths of cocaine, such as must be employed for this purpose, are very toxic, and in many cases the constringent action of the drug interferes with the operation and is responsible for secondary hemorrhage. Eucaine hydrochloride is only one-fourth as toxic, does not produce ischæmia, shrinkage or after-bleedings, but has the drawback of a lesser solubility, being only 3½ per cent to 4 per cent. water-soluble.

The new salt of eucaine, however—the lactate—is water-soluble to the extent of 25 per cent., so that it is well adapted for use in rhinology, otology and laryngology, in 10 per cent. to 15 per cent. strengths.

Eucaine lactate, according to Langgard (*Therap. Monatshefte*), is a white, non-hygroscopic powder melting at 155 degrees C. One hundred and nineteen parts of it contain as much eucaine base as 100 parts of the hydrochloride. Solutions are non-irritant; even 5 per cent. strengths cause no irritations in rabbits' eyes. It produces no hyperæmia, ischæmia or shrinkage. The new salt may be used for the anaesthetization of the mucous membrane—for which purpose it is highly praised by Professor Katz—as well as for infiltration and regional anaesthesia. If local ischæmia is desired, eucaine lactate may be combined with suprarenal preparations; this also increases the anesthetic action and lengthens its duration. The dose of eucaine lactate is as follows: In ophthalmology, 2-3 per cent. solutions; in dentistry, 2-3 per cent. solutions; for infiltration anaesthesia, 0.12 per cent. solutions; for regional anaesthesia, 2-5 per cent. solutions; for nose, throat and ear, 10-15 per cent. solutions.

Color Reactions for Quinine and Quinidine.—Ballandier describes the following color reaction for quinine and quinidine (*Journal de Pharmacie et de Chimie*, August 16, 1904): A few Cc. of a solution of quinine or quinidine, which should not be too acid, are placed in a test-tube and the vapors of bromine are allowed to pass into the tube. The solution is now shaken, and the liquid loses its fluorescence and assumes a light yellow color.

A drop of solution of copper sulphate and then some ammonia, added drop by drop, are poured into the tube, shaking each time. After the first drop the liquid assumes the color of peach blossoms, which gradually darkens into violet, and finally turns green on the addition of enough ammonia.

If a mineral acid be added to the green liquid the color changes to blue or to violet, according to the acid employed. The addition of alkali causes a return of the green color. These colors are all very rich and permanent. If an acid is added when the peach blossom tint or the violet color has been obtained these turn to green.

If a drop or two of ammonia be added to a solution of quinine which has been shaken with the vapor of bromine the well-known thalleoquinine reaction is obtained. If then a drop of copper sulphate solution be added to the green liquid a dark blue color is produced, which the addition of mineral acid, even in large amounts, does not destroy. These reactions may also be obtained with chlorine water, save that with the strong acids they give much less beautiful colors.

Bromine vapor is very convenient for obtaining the classical reactions of quinine. Chlorine water and bromine water

do not keep well and the hypochlorites do not always give satisfaction.

The stopper of the bromine bottle should always be kept smeared with vaseline.

New Tests for Cocaine.—Reichard (*Chemiker Zeitung*, 1904, 299): (1) If a moderately concentrated solution of cocaine salts be treated drop by drop with a solution of sodium nitroprusside, a cloudiness appears instantly and later well formed reddish crystals of nitroprussiate of cocaine appear. These disappear on heating but reappear on cooling. Although the test is a delicate one and works with solutions of 0.003 or 0.004 Gm. cocaine hydrochlorate in one Cc. of water, yet it is best to work with concentrated solutions if possible, as the crystals are partly soluble. Morphine salts give no reaction with this reagent. (2) If to a fairly concentrated solution of cocaine hydrochlorate be added drop by drop a cold saturated solution of uranium nitrate, a yellow crystalline precipitate of undetermined composition will appear. The precipitate is formed from quite dilute cocaine solutions, but is soluble and on heating disappears almost entirely. It seems to be a double salt of cocaine and uranium. (3) A very characteristic reaction is shown as follows: The point of a knife full of pure titanous acid is mixed with so many drops of concentrated sulphuric acid that on heating the titanous acid dissolves completely, and to the cooled solution a trace of solid cocaine is added. While the solution is cold, it remains unchanged, but on heating strongly, so that the fluid form streaks and drops, it gradually assumes a beautiful violet color, turning to blue, according to the amount of cocaine employed. There is here a decomposition of titanous acid, which is produced by the splitting up of cocaine (benzoylmethylecgonine) into its component parts through the action of sulphuric acid and the methyl alcohol which is liberated during the reaction. (4) If dry cocaine is triturated with dry potassium ethylsulphate and concentrated sulphuric acid be added, a distinct odor of peppermint will be noted on heating, which reappears whenever the mixture is heated. (5) On heating a mixture of cocaine hydrochlorate with urea or ethylenediamine hydrochlorate and concentrated sulphuric acid, a blue color increasing in intensity appears. Hydroxylamine does not react with cocaine hydrochlorate under similar conditions.

Fire in a Drug Store Due to the Decomposition of Chlorinated Lime.—A writer in the *Schweizerische Wochenschrift für Chemie und Pharmacie* (1904 p. 381) relates the history of a fire which occurred in a drug store in Berne as a result, it is said, of the spontaneous decomposition of chlorinated lime. The amount in each package was from 100 to 500 Gm. On May 15, after a hot day, a fire broke out in the store at about two o'clock in the morning. When the employees, awakened by the smoke, reached the laboratory the fire had spread to some closets which were near the place where a box containing several packages of chlorinated lime done up in paper cartons containing from 100 to 500 Gm. was kept. In addition to the various accidents common to all fires in drug stores, such as explosions of chemicals, etc., it was found that the varnish on all the fixtures had become blackened and destroyed. The floor about the place where the calcium salt had been kept was found destroyed for a considerable area, and everything in the vicinity was covered with a grayish ash. The locks and all metallic objects were found to be corroded. Several cases of accidental combustion arising from the decomposition of chlorinated lime have been reported in the past. In these cases the decomposition occurred either under the influence of heat or of light, and in some instances it took place when the salt had been kept in well-closed bottles. In the present case the lime was protected from heat only by paper which had been saturated with a resinous compound. Under the influence of heat and of moisture, which had probably penetrated in spite of this covering, there took place a decomposition of the lime salts, and the inflammation of the coverings was favored by the emission of oxygen and by the presence of a chlorate formed during the decomposition. According to Birckenbach, the explanation of this combustion was very sim-

ple and occurred to him accidentally. Having prepared some chlorinated lime with 38 per cent. of active chlorine, he placed it in a proper package, such as is used in commerce in Germany. The whole was then inclosed in waxed paper and allowed to stand in the laboratory. At the end of half an hour the package became distended and began to emit the vapors of chlorine. At the end of a few minutes longer there appeared a dark red flame, and soon the entire package began to burn quietly, without any explosion, but with abundant fumes of chlorine and with a great deal of black soot. The true cause of the fire, therefore, was the action of the chlorine and oxygen upon the resinous paper. If there is any damage to the inner paper envelope the lime salt is brought into contact with the resinous paper, which is varnished with a mixture of colophony and turpentine. The conditions for combustion are then complete. The rarity of spontaneous combustion in packages of chlorinated lime is due to the fact that the preparations usually kept in drug stores are made only of 25 per cent. strength, while inflammation can only take place if the strength exceeds 30 per cent.

The International Formula of Tincture of Iodine.—Grambert (*Journal de Pharmacie et de Chimie*, September 1, 1904) describes the various formulas adopted for the preparation of tincture of iodine and discusses particularly the formula proposed by the new French codex. According to a decision of the International Conference at Brussels, tincture of iodine should be prepared in the strength of 10 per cent., with 95 per cent. alcohol. This rule was necessary in view of the great variety of formulas adopted for this tincture in various countries. In Germany this tincture is composed of one part of iodine and 11 parts of 95 per cent. alcohol; in Austria the formula is 1 : 15 with 90 per cent. alcohol; in Belgium it is 1 : 15 in 92 per cent. alcohol; in the United States, 1 : 14.28 in 94 per cent. alcohol (by volume); in France, 1 : 13 of 90 per cent. alcohol, etc. In the pharmacopœia of Great Britain, tincture of iodine is prepared by dissolving 25 Gm. of iodine in 25 Cc. of water, with the aid of 25 Gm. of potassium iodide, and adding enough alcohol, 90 per cent., to obtain the total volume of 1 liter. This makes an alcohol solution of 1 : 40.

In spite of the assertion of some chemists, a solution of iodine of 10 per cent. in alcohol 95 per cent. is far from saturated, and no fear need be entertained that it will become clouded when the temperature is lowered. Experiments proved to the author that 95 per cent. alcohol saturated with iodine at the mean temperature of 18 degrees C. contained 16 Gm. of iodine per 100—4. e., in actual practice these 16 Gm. were dissolved in 84 Gm. of alcohol, giving thus a solubility of 19.04 per cent. The new codex prescribes a mode of testing the tincture which is simply a rapid method of determining its strength. For this purpose a volumetric test has been devised. The article on tincture of iodine in the new codex is as follows:

Tincture of Iodine (Tincture Iodi).—International formula: Iodine, 10 Gm.; alcohol, 95 per cent., 90 Gm. Dissolve in a glass-stoppered flask of white glass. A reddish-brown liquid precipitating in water and giving no residue on evaporation. Test: Measure 2 Cc. of the tincture of iodine into a vessel containing 25 Cc. of distilled water and 0.50 Gm. of pure potassium iodide. Then add by means of a burette enough decinormal solution of sodium hyposulphite to produce a decolorization of the tincture. At least 13 Cc. of the solution should be necessary to obtain the disappearance of the color. To the decolorized liquid add 2 Cc. of a solution of potassium iodide, 5 per cent., and in the absence of hydriodic acid no new color will be produced.

In the Swiss pharmacopœia the test is made with 2 Gm. and 15 Cc. of the decinormal solution must be used.

Quercetin.—The bark of *Quercus tinctoria* is the source of this important dyestuff, which is so closely related to the active principles of many drugs. Lampe and Tamlor have (*Berichte*, 1904, 1402) effected its synthesis from considerably simpler compounds, and have shown conclusively that it is a tetr-oxy-flavonol.

Queries and Answers

We shall be glad, in this department, to respond to calls for information on all pharmaceutic matters.

Creamy White Liniment.—H. K. wishes the formula of a creamy white liniment, a compound of oil of turpentine, ammonia, etc., that will not separate.

The well known acetic turpentine liniment of the National Formulary, sometimes called white liniment, Stokes' liniment and St. John Long's liniment, is an ideal preparation, but has the objection of a tendency to separation, making it necessary to affix a "shake" label to the bottle. The simplest form of white liniment consists of equal parts of ammonia water, olive oil and oil of turpentine mixed *secundem artem*. Camphor is sometimes added and the liniment is also frequently flavored with essential oil, oil of eucalyptus, oil of amber, or oil of sassafras being favorites. One ounce of flavoring oil to the quart of liniment will usually be found sufficient. Most of the formulas for white liniments call for the use of yolk of egg. This is for the purpose of emulsifying the oil of turpentine where acetic acid is ordered in combination. Some formulas, as in the N. F. acetic turpentine liniment, prescribe the whole egg, albumen and yolk together. Of such are the following selections from the "Pharmaceutical Journal Formulary."

I.

Acetic acid.....fl.	℥viij
Oil of eucalyptus.....A sufficient quantity	
Oil of turpentine.....fl.	℥xxiv
Eight to ten yolks of eggs.	
Distilled water.....fl.	℥xx

II.

Camphor, in powder.....	℥vi
Acetic acid.....fl.	℥xlv
Distilled water.....fl.	℥liv
Oil of thyme.....fl.	℥iv
Oil of turpentine.....fl.	℥xlviij
Eight yolks of eggs.	

III.

Camphor.....	℥ij
Acetic acid.....fl.	℥v
Distilled water.....fl.	℥xxiv
Oil of turpentine.....fl.	℥xxiv
Five eggs.	

IV.

Acetic acid.....fl.	℥v
Oil of rosemary.....fl.	℥xv
Oil of turpentine.....fl.	℥xv
Ten eggs.	
Distilled water..sufficient to make fl.	℥lxxx

V.

Acetic acid.....fl.	℥i
Distilled water.....fl.	℥vi
Oil of turpentine.....fl.	℥vi
Two yolks of eggs.	

In preparing mixtures of this kind it is obvious that the egg should first be beaten up with the oils until they are thoroughly mixed, the other ingredients being then slowly added with constant stirring to the cream thus formed. Hager's "Handbuch der Pharmazeutischen Praxis" contains the following formula which impresses us favorably:

Yolk of egg.....Gm.	15
Olive oil.....Gm.	5
Warm water.....Gm.	65
Oil of turpentine.....Gm.	100
Glacial acetic acid.....Gm.	15

The same procedure should be followed as in the preceding formulas.

What Can Be Added to Shellac to Increase Its Stiffening Properties?—A. S. Writes: "Do you know of some ingredient or fluid that can be added to shellac to increase its stiffening properties when applied to felt or cloth and at the same time not render it brittle. It must not destroy the waterproofing qualities of shellac and should overcome the tendency of shellac to soften under a moderate degree of heat. The purpose for which I want it is to make a shaped article, which will keep

its shape, or, if bent, must snap back to its original shape. It must be some ingredient much cheaper than shellac, that can be added to the latter, so as to impart to the cloth or felt more stiffness than a stiff hat, but not so pliable; it should not be a glue or gelatin or anything of pronounced odor."

What our correspondent seeks is evidently some form of preparation resembling the celluloid varnish which was so widely advertised several years ago under the name Pegamoid. This consisted of a solution of camphor, shellac, cellulose, di-nitro cellulose and mastic, in a mixture of ether and acetone, alcohol being used as a solvent for the rather heavy fluid which resulted from this combination. But if any of our readers can suggest the use of some other substance capable of imparting to a shellac mixture the desired properties we should feel under the same obligation as our correspondent for the information.

Liquid Shoe Dressing.—J. S. sends us a small quantity of a heavy, bluish-black liquid, which he describes as "an excellent dressing for shoes." He asks if we can tell him the composition of the liquid or give him some formulas to make a preparation similar to the one he sends.

The compound submitted by our correspondent appears to consist of a solution of asphalt in wood alcohol, to which other ingredients have been added, the nature of which we are unable to determine. A brilliant shoe polish can be made according to the following formula:

Shellac.....	℥iiss
Wood alcohol.....	℥xliss

Dissolve and add to a solution of

Curd soap.....	℥iiss
Hot wood alcohol (25 per cent.).....	℥iv ℥vi
Glycerin.....	℥ss

Then add

Best anilin black.....	℥ss
Anilin blue.....gr.	v
Diluted wood alcohol (50 per cent.).....	℥xliss

Keep for two weeks in a warm place before bottling.

More of a patent leather varnish, and what will, perhaps, more nearly resemble the liquid under examination, is the following:

India rubber.....	℥ss
Shellac.....	℥viij
Camphor.....	℥i
Nigrosin.....	℥i
Wood alcohol.....fl.	℥xxiv

Dissolve the rubber in the alcohol by the aid of moderate heat and add the other ingredients.

The following is taken from an English recipe book, "Pharmaceutical Formulas:—"

White wax, cut in small pieces.....	℥iij
Ether.....	℥iij
Logwood extract.....	℥iv
Galic acid.....	℥ij
Tincture of perchloride of iron.....	℥i
Alcohol, enough to make.....	℥xvi

Dissolve the wax in the ether. Allow the extract of logwood and gallic acid to macerate in the alcohol, with occasional agitation, during 24 hours; then strain through cloth and add the tincture of iron. Now add the mixture thus prepared to the solution of wax and again strain through cloth.

India rubber.....	℥ij
Mineral naphtha.....	℥iij

Dissolve and add to the following:

Asphalt.....	℥ss
Dropblack.....	℥ij
Spirit of turpentine.....	℥i
Mix.	



By W. A. DAWSON

Under this head will appear suggestions and plans for increasing trade, advertising experiences, information, and notes of interest useful to the pharmacist in the preparation of his advertising matter. Specimens of current advertising will be reproduced, with suggestive analysis and criticism, and queries relative to advertising matters will be answered. To avoid delay address communications to the Department of Business Building, AMERICAN DRUGGIST, 66 West Broadway, N. Y.

BLACK AND WHITE.

In getting up an advertisement the pharmacist should keep these three things in mind—simplicity, legibility, clarity—and before sending his ad-copy to the printer it should be carefully gone over in detail, to see if either form or matter may be improved in these essential qualities.

The questions that the writer should ask himself when making this critical examination are these:

"Is this ad as simple in form and wording as it can be made without weakening it?"

"Is the combination of type-face and size, paper, ink and style of display such as will secure a high degree of legibility in the advertisement?"

"Is the wording and arrangement such as will make clear and plain to the casual reader the meaning and purpose of the ad?"

"Simplicity," really, is all three of these things. If an advertisement is simple it will be legible and clear, easily read and as quickly understood.

Simplicity is the great thing—the whole thing—in advertising. Yet it is rare, because the average advertiser works too hard at it.

A simple statement, simply set forth, makes the best advertisement. A business statement, set down in plain black and white and printed in plain black and white.

So long as an advertiser sticks to plain black and white, he is pretty safe. When he gets away from this and goes in for colors and decorative art in typography, he is in danger of doing poor advertising.

And, mark you, the man who is doing ineffective advertising is losing more—a great deal more—than the money he pays out for that advertising. He is losing time; he is losing opportunity; he is losing the compound interest on his advertising, as well as the principal invested in it, and he is losing the compounding of his profits, that results from the reinvestment of his profits on sales, the repeated "turning" of his stock.

We have said these things before; if not in the same words, the meaning was practically the same. We shall undoubtedly say them again and again; preach them, and keep hammering away at them as long as need be, until more advertisers learn that advertising is a business matter, simply set forth, and not literature nor high-flow verbiage, nor wit and humor, repartee nor any other of the thousand and one varieties of "hot air" that is their conception of the real thing.

The immediate cause of these remarks is a small folder sent to this department for criticism. The folder is 5 x 7½ inches, folded once, forming four pages, 3¼ x 5 inches. It comes from a Pennsylvania town.

The front page of the booklet bears the title, "Four Reasons," in 30 point "Post" letters, and below this is the following apt quotation:

A knowledge of the premises and a reason for whatever you do is essential, without which you cannot be sure of the result." MILES.

These are surrounded by a neat border—the American Type Company's Old English No. 1, 12 point.

We append the matter contained in the other three pages of

the folder. It is well written, the reasons well set forth and the argument clear, logical and interesting. With one exception it is a commendable piece of advertising and undoubtedly would have proved a business builder; but the advertiser's knowledge of the premises was defective, and he failed to reason out all the essentials. The result is nil, or nearly so, for the folder is printed in a light-faced type of small size—8 point—with black ink, upon a dark shade of steel-gray rough cover paper, and is very hard reading.

Given the eyes of youth and a bright sunny day out of doors one might, perhaps, read it in, say, twice the length of time required to read the same amount of newspaper matter. In the subdued light of the home or office the person with ordinary eye-sight will have to give several minutes of close application, and probably take it to the lightest part of the room, to decipher the entire contents.

It's just the sort of thing that the average person will be rather favorably impressed with at first glance, for it is a neat bit of printed matter, and, after taking in the title at a glance, turn the leaf to "see what's in it." One, two, three, perhaps as many as a dozen lines may be laboriously deciphered; then

Four Reasons

Why we believe you will best serve your own interests by dealing with us.

FIRST—Because we know how.

We have expended the time and effort required to obtain the education, training and experience necessary to make a competent Pharmacist, and know about the drugs we sell, their chemical as well as physical character, how to prepare them for use, and the varied conditions required to give the best results. You may know that when you intrust a prescription or formula to us it will be filled right because we know how.

SECOND—Quality.

Our rule to dispense only the best went into effect the day we started business and will continue while we remain in business. The best is sometimes a little higher in price, but in medicines the best is the cheapest. Ask your neighbors about our quality. Others may have just as good drugs as we, but we challenge the world for better.

THIRD—Price.

We do not claim to undersell all others, but we claim to sell goods as low as a fair margin will allow, and lower than most first-class stores sell an equal quality. We never sacrifice quality to price. We buy and sell for cash only, saving all discounts and losing no bills, so we are able to do business on a smaller margin than we could by other methods. Our prices are uniform, the same to everybody.

FOURTH—Our Guarantee.

Our personal guarantee goes with every article we sell, and we will refund the price paid for any article bought of us which is not as represented. Our only way to success is by the aid of an army of satisfied customers, and while we do not expect to satisfy all (no one can do that) we shall so far as straightforward dealing will do it. We stand on our record for the past year.

Believing the above four reasons warrant us in so doing, we extend to you and your friends a most cordial invitation to visit our store at No. 14 West Main street, Westfield, Pa., at your convenience and become acquainted with us and our methods. If not in need of anything in our line, come in anyway. Make this your headquarters; we shall be glad to meet you and assure you courteous treatment at any time.

MILES & CO.,

WESTFIELD, PA.

Druggists.

It is allowed to fall gently from the reader's hand, if this be a lady, or, if a man, there's a nervous jerk, and—it's gone, on the floor or in the waste basket, whichever is handiest. "Life's too short" would probably express their unconscious thoughts, for the action is instinctive rather than a result of any thought in the matter.

Had this advertiser been content with plain black and white he would have had a dividend paying advertisement in this, but in striving for more effect he has lost all. A white or light tinted cover paper would have made this failure a success.

The ad that is hard to read will have few readers.

The advertiser's audience increases in geometrical ratio to the increase in legibility and clearness of his advertising, and decreases in like proportion.

The more readers an advertisement has the more trade will result from it. Of course only a very small percentage of those who read an advertisement are influenced thereby to a sufficient extent to become buyers. This percentage is increased

as business sense of the advertising increases, or is diminished to a negligible amount as it is replaced with "hot air." This epigrammatic colloquialism is far more expressive than the more academic term, "generality of statement."

If a druggist has the genius to write in such fine style that people will read his ads eagerly, purely for their excellence in literary style, or has the rare gift of humor to an extent that folks can hardly wait for the paper to come out so they can read his latest witticisms, he can make more in literature or as an entertainer than he can in the drug store.

But, unfortunately, there is only one John Uri Lloyd, only one Polk Miller. In all the drug trade but two men whose literary work and whose entertaining wit we are always glad to read or to hear, and willing to pay for.

Think well, then, when you are about to entertain or amuse your audience; put yourself in the reader's place. Why does an ad attract you? Do you read them for entertainment, for literary style, or for business reasons. What sort of an ad has caused you to buy an advertised article?

Stick pretty close to plain black and white in your copy and in your printing—plain business argument printed plainly.

The Sand-Bag Catch-Line Style of Advertising.

There is a Gold mine in your bowels.

A gold mine for some undertaker or other fellow if you are careless of the truss that holds you together—but a gold mine all for you if you use this instrument. It is the master achievement of a life devoted to the mechanical retention of hernia.

This is a fair specimen of the style of very bad advertising indulged in by the maker of a very good truss.

This is another case of starting of with a wrong conception of the nature and aim of advertising.

This man seems to think that the reader will pass his ad on the run, and with his eyes shut, like a runaway horse, so he arms himself with a club and stands in the roadway ready to knock the reader silly and read the riot act to him while helpless—tell him what a futile fool he is making of himself in trying to live without this truss—the only thing that will keep the undertaker from delving in his bowels for the gold that's in 'em.

The Time to Push.

There are two times when the wise man should push his business:

When trade is poor, for then he needs more business.

When trade is brisk, for then each ounce of effort counts most.

There is only one time when a good business man stops pushing, and that is when the Great Reaper has made his ineluctable call.

There never has been a period in the history of this favored country when the call to push rang louder than right now. Never before would a bushel of seed corn yield so bountifully.

Don't be too easily satisfied. That you are making a fair profit with moderate effort should be inspiration to push harder. These good times will not last always. Lean days are coming again, when effort will not count as it does to-day.

Push now and take your profit while you can. Form the habit of push, so when hard times come you will find it easy to keep up the pace and make a fair profit even while your neighbor goes hungry.—"Our Drummer" (Butler Brothers).

Don't fool yourself. *An article is worth not what it cost, but what it will bring.* Goods that have outstayed their welcome never improve in value. Tied up money earns you nothing. Better have \$1 in stuff that turns over and over and earns you a profit at every turn than \$3 in shelf warmers.

Keep your "fancy and sundry" stocks moving.—Butler Brothers' "Drummer."

Clipped From Current Advertising.

In the Lead and Still Gaining

We serve all the favorites—phosphates, frappes, plain sodas, ice cream soda, ice cream, egg combinations, grape juice mixtures, braces, stomach settlers, tonics, crushed fruit combinations and all the old standbys, as well as the newest fancy concoctions. We did the biggest soda business in the city last year and we expect to do a great deal bigger this year.

Huyler's Finest Candies

Finest Soda Water. To our list of Fancy Drinks we have added the following new ones: Flavored 10c.; Mint Sangaree, 10c.; Katzenjammer Fizz, 10c.; Tutti-Frutti, 10c.; White Velvet, 15c.; Almond Sponge, 20c.; French Walnut Bisque, 10c.; Elk's Delight, 10c.; Derby Winner, 10c.; Prince Albert, 10c.; Saratoga Cooler, 10c.; Fruit Mist, 15c.; Razzle-Dazzle, 10c.; Oriental Sundae, 10c.

The Preserving Season

Is here and the careful housewife is busy "doing up" fruits and vegetables for consumption during the coming winter. For sealing jellies and jams there is nothing better than Paraffin Wax. Melted at a gentle heat and a thin layer poured over the jelly, seals it up air tight. No covers are needed. The wax is clean, odorless and tasteless. 25 Cents a Pound.

Summertime Perfumery

Our Summer stocks of perfumes are now all in. Among the Goods we carry are those of Palmer, Colgate, Lazele, Booth, Ricksecker, Roger & Gallett, and we have all the latest styles and newest odors of these makers. Our line of toilet waters is particularly complete. Handkerchief Extracts in all size bottles from 10c. to \$6.00. Lazele's half ounce size, 20c. without box; with box, 25c. The finest Sachet Powders, all odors, 40c. per ounce. Bulk Extracts, 40c. to 80c. per ounce.

Purest Talcum

No Secret about Talcum Powder. The only question is: "Is it pure?" Lots of Talcum sold under a fancy name is not pure. We have our own; then we know it's pure—the purest. Cooling when applied on a hot afternoon. Relieves chafing, smarting, burning. Cures sunburn. Large sprinkle-top box, 15 cents, at

Daily Drug Chat of Davison's Pharmacy

Friday.—The fact that we carry big stocks of everything in the drug store line is one patent reason why people like to deal with us. Their wants can be more thoroughly satisfied where there is variety to choose from. Particular people, and all who like fine quality of goods, will be pleased with the completeness of our various departments. Imported perfumes, face powders, soaps, toilet articles and manicure supplies are a few of the high class articles that you will find well represented. A call is invited. The importance of first-class prescription work is well appreciated by the public. There is everything here to contribute to perfect results of which our "Drugs that cure" are a part. In medicine only the best is good enough. Our soda always leaves pleasant recollections and one glass is sure to bring you back for more. Our fountain supplies every kind of soda refreshment and the best of its kind. Apollo chocolate—better than any other candy at any price—and samples to prove it. When you eat candy be sure it is Apollo.

A Good Move

That our move to the new store four doors south on the corner of Market St. and Park Ave. will be of benefit to us goes without saying; that it will be of benefit to you will soon be convinced if you will give us a call. All the good features that made the old store so popular—the prompt and courteous attention—the carefulness—the excellent prescription service—the high grade of goods carried—the fair prices—all of these will be found in the new store. The additional room will enable us to increase our stock to meet the demands upon it and to give greater attention to certain lines that our cramped quarters in the old store would not permit. We cannot tell you half of the improvements that a single visit will disclose. We want you to come in whether you need anything or not.

Just the Store for You

Not long ago a lady remarked to us: "Your store is just the store for me. I like it better than any drug store at which I ever trade." If you have not traded here try us; perhaps you would find this to be "just the store" for you. If you are waiting for an invitation, do not wait any longer, for you have a hearty and most cordial one to come here as often as you desire, and we assure you that we will do everything in our power to make your dealings of such a character as to win your enthusiastic approval.

"The Best Yet" In Toilet Soaps

Big Values in 5 Cent Soaps: Sold at 10 cents in many stores.

Elegantly perfumed and finely dressed Soaps at 10c, 15c and 25c a cake—those at the latter price excelling the popular French brands in both quality of goods and beauty of packages.

This new line of soaps is from the big house of Andrew Jergens & Co., Cincinnati, owners of Woodbury's Facial Soap, and whose toilet soap manufacturing plant is the largest in the world.

We are not content to keep ordinary "good goods." We want the best goods "A little bit better than the best"—as others know it. That's why we so often use the words "The Best Made," "The Best We Have Found," "Better than Any Heretofore Offered by Us," etc. We are always looking for something better than the qualities we know. We want to sell the best cake of soap for 5c, 10c or 25c that can be offered at those prices, and the same rule holds good with every article we sell.

ANGLO-AMERICAN PHARMACY IN PARIS.

British and American Houses—A Possible Opening for American Enterprise.

(Special Correspondence of the American Druggist.)

Paris, September 23.—Few visitors to Paris can have failed to remark the large number of Anglo-American pharmacies to be found in the central part of the city. Many which display this title are, it is true, little else but the ordinary French "officine," but it is, nevertheless, a noteworthy fact that for the last half-century some of the best and smartest drug stores in the richer quarters of the French metropolis have been run by British proprietors, besides one owned by an American citizen. The tale of this little feature of Anglo-Saxon enterprise may not be without its commercial interest.

THE PIONEER PHARMACY.

was opened in the Place Vendome in 1823, only eight years after Waterloo and two years after the death of the great Napoleon, whose statue surmounts the famous column. Dr. Roberts, the proprietor, was a Welshman, who appears to have been induced to come to Paris by promises of support from the British Embassy and the English colony generally. At any rate, he had no reason to regret his decision, and the business grew and prospered. For a few years after his death the pharmacy was in French hands, but, with this exception, it has been run by English proprietors and an English staff for eighty years, with conspicuous success. In 1882 it was removed to the present premises in the Rue de la Paix—only a few doors from the original site—under the flower-bedecked balconies of the most famous of Parisian dressmakers. It is consequently essentially modern in its appearance, with a handsome front and interior fitted in mahogany, and is one of the most stylish of the pharmacies of Paris. Mr. Backhouse, who has been proprietor for the last 17 years, has recently taken into partnership Mr. Jewell and Mr. Hollands. All three



Pharmacie Anglaise de Champs Elysées, Paris.

hold the diploma of the Pharmaceutical Society of Great Britain, as well as the French qualification of "pharmacien," and the capital is stated at \$100,000. This firm, "Roberts & Co.," has a London house in Bond street, and the general air of the Paris house is that of the high class "West End chemists." Caswell, Massey & Co. are the New York correspondents.

Two other pharmacies close by (for the Rue Castiglione is but the continuation of the Rue de la Paix on the other side of the column Vendome) are also of ancient date and high reputation. One was founded by Mr. Hogg, the other by Mr. Swann, two English pharmacists who came to Paris as assistants at "Roberts" in years long gone by.

THE PHARMACIEN HOGG

in the Rue Castiglione dates from 1849. Founded by T. P. Hogg, who was the first Englishman to obtain the university

degree of "Pharmacien a 1ere classe," it is one of the prettiest stores on the Continent. The floral designs in mother of pearl and ebony which adorn the shop pillars and fittings were executed by English workmen, who were on their way to Turkey to work in the Sultan's palace. Many interesting details concern this historic house. When Mr. Hogg fitted up the carboys in the window, their shape was quite unknown in France. Cod-liver oil was not used for medical purposes when he made it a specialty, having his own establishment in Newfoundland.

Whatever may have been the political morality of the foundation of the Second Empire, in 1852, it is unquestionable that it inaugurated a time of prosperity among Parisian retailers of the better class, and the neighboring court of the Tuilleries and the numerous and cosmopolitan visitors attracted by it doubtless helped the young pharmacist in his debut. By the time the Empire fell, in 1870, the reputation of the house was well established, and despite the siege and commune (an immense barricade was erected only some 30 or 40 yards from the pharmacy) it has steadily held its own. More than held its own, in fact, for it is the only British pharmacy in Paris to boast of an offshoot. When D. W. D. Hogg—Mr. T. P. Hogg's only son—had grown to man's estate and taken his French M. D. and first class pharmacist degrees he decided in favor of his father's profession and established himself in the Champs



T. P. HOGG.

Elysées in a handsome corner shop, known by the name of "Pharmacie Anglaise de Champs Elysées," the only one on this grand avenue. This quarter—the Champs Elysées—is mostly favored by the Americans who reside (permanently or temporarily) in Paris, as distinguished from the dwellers in hotels, who are mostly to be found around the Rue Castiglione. There are, however, notable exceptions to this rule, especially as a palatial hotel, which occasionally shelters crowned heads,

has sprung up in the avenue itself.

Both the Pharmacien Hogg and the Pharmacien Anglaise de Champs Elysées hold the appointment of chemists to His Majesty the King of England and to the British and United States Embassies.

SWANN'S PHARMACY

is in the Rue Castiglione, only a few doors from that founded by T. P. Hogg, and was founded but a few months later. The curious old engraving we reproduce is a sufficiently correct representation of the modern aspect of the premises, except for the ladies' shawls and crinolines, for the Rue Castiglione is "classed as a public monument" (like several of the neighboring thoroughfares) and no alterations in the house fronts may be made without permission from the authorities.

H. H. Swann was a native of Peterborough, and had already had some experience of London West End pharmacy when he came over to Paris, about 1848-1849. His first idea was to take the French M. D. degree, and he studied some time at the School of Medicine. It was, we believe, upon the advice of his friend, the celebrated Orfila, that he turned his attention to pharmacy. He passed his "first class" pharmacy examination in 1850, and ran the business in the present premises up to the time of his death, in 1898. It was no secret that long before this date he could have retired on his means had he thought fit to do so. But his pharmacy was his hobby; he took pride and pleasure in personally greeting his customers. A typical chemist of the old English school, he happily combined a courteous demeanor with much thoroughness in business. The full sense of the fact that he knew the exact place of everything on the premises can only be grasped by those who realize the enormous variety of articles—French, English, American, etc., etc.—necessarily stocked in these pharmacies, so essentially cosmopolitan is their clientèle. He built up a large and high class business, and the pharmacy has an important American connection—an interesting record of the Parisian addresses of

New York and Chicago millionaires could be made out from its books. Soda fountain business is still practically unknown in French pharmacies, but a little central table, or counter, garnished with the requisites for a cooling summer drink, flanked by glasses and carafes, strikes one on entering.

Mr. Swann's strict personal supervision did not imply—as it does in some cases—want of confidence in his assistants. He was a kindly, as well as a thorough man, who kept employes for long periods (some of the porters, etc., have the French Government medal for long and faithful service), and M. Soudain and M. Borney, who took over the business after his death, had been with him for 13 years. He was a personal friend of many medical celebrities—Charcot, Dujardin-Beaumez, etc.—as well as of Dr. Evans, the American dentist, whose aid and rescue of the Empress Eugénie in 1870 is a matter of history.

Besides the retail business, the wholesale department founded by Mr. Swann for the sale of Churchill's hypophosphites, etc., is continued by the present proprietors.

It is a curious fact that for half a century the Anglo-American candidates studying for the French pharmaceutical degree with a view of setting up business in Paris were altogether wanting and it looked as if the British pharmacist in Paris would die out altogether in the natural course of events, until quite recently three Englishmen took the diploma and one new pharmacy was founded. This was

THE BRITISH AND AMERICAN PHARMACY.

In the Rue Scribe, the thoroughfare hard by the Opera, where all the large Transatlantic steamship lines have their offices, and, of course, consequently one of the streets of Paris best known to Americans. Our illustration of the interior of the



Swann's Pharmacy in the Rue Castiglione, Paris.

pharmacy will render any detailed description of the premises unnecessary, and the stock and general features are those of the older houses. Both the proprietors hold the English "Minor" certificate. Mr. Green was for long years at "Béral's," and Mr. Nathan, who is a "*pharmacien*" of the Paris school, was for some time at Savory & Moore's, London. Opened in May, 1901, the establishment is noteworthy as the only real English pharmacy founded in Paris since the passing of the British Pharmacy Act (1868).

The British pharmacists in Paris are thus fairly numerous, but

THE ONLY AMERICAN CITIZEN

holding the French diploma and keeping open shop in Paris (we believe we may add, in France) is H. Rogers, proprietor of the "*Pharmacie Cosmopolite*," at the corner of the Boulevard Haussmann and the Faubourg St. Honoré, close by the Rue Washington. Curiously unlike the uneventful lives of his British *confrères* is Mr. Rogers' history.

Born at Schull Creek, Madison County, Ill., in 1844, French and pharmacy were alike far from his thoughts in his younger days. But in 1867 the great "World's Fair" was drawing every one to Paris and young Rogers decided on a fortnight's trip. The story of this journey, prefaced by a stay in New York and a consequent start half round the world (like the hero of a recent French romance) with a capital of five cents, need not be detailed here. Suffice it to say that French soil once reached was never quitted. Medicine was Mr.

Rogers' first ambition—in those days it would have assured him a career on his return to the States—and he set to work with all his national energy. Employed in a Rouen pharmacy for twelve hours a day, he found six or seven more for his studies. He began by the French B. A., and then followed medicine under Drs. Meunil and Flaubert. (This latter, by the way, was the brother of the novelist, Gustave Flaubert, whose portrait of the Norman pharmacist, Homais, is familiar wherever his famous tale of "*Madame Bovary*" is read.)

After the regulation three years' apprenticeship at Rouen Mr. Rogers came to Paris for the necessary three years' study at the School of Pharmacy and finally qualified as a "*pharmacien*" of the first class, in March, 1874. He set up business in the Rue de Havre, a busy street close to the "Gare St. Lazare," the railway depôt by which American travelers by the Transatlantique line and English trippers by the Dieppe route alike arrive in Paris. In 20 years he built up a business which necessitated 40 employes—clerks, porters, etc.—all told, including a good wholesale trade in his own specialties. He sold out in 1894 for a sufficient and substantial sum, and retired for some years. But finding that under the new management (after the second change of proprietor) the business lost its American character and seemed likely to drop out of existence altogether, he reopened in the present premises in 1901.

OTHER PHARMACIES

which, if not actually owned by Anglo-Saxons, have always catered especially for the English-speaking client, deserve mention. Béral's—a quaint, old fashioned frontage in the Rue de la Paix—has been ever numbered among the "English" pharmacies of Paris, and was run at one time by an Englishman, Mr. Wesson. The present proprietor, M. Déthan, has always English assistants. Midy's, in the Faubourg St. Honoré, is also well known, and, in the same thoroughfare Goudal's, Delouche's, Carteret's, the Internationale, have, we believe, a qualified British "minor" man in regular employment; as well as several pharmacies in the streets around the Arc de Triomphe—Manson's, Jeanson's, Logeais', etc.—and one in the Rue Scribe.

IN THE PROVINCES

there are two English chemists in business on their own account at Pau, one at Chantilly and one at Boulogne-sur-Mer; and wherever there is a Briton in business a French rival with an English assistant is not far away. At Nice, Hyères and Cannes—in fact, all along the Mediterranean coast from Marseilles to (and beyond) the Italian frontier—English assistants are numerous during "the season," and they may also occasionally be met with in health resorts outside their Riviera stronghold.

AND THE AMERICAN

druggist or drug clerk? Up to the present, with the above-detailed exception, he is mostly conspicuous by his absence. This was natural enough in the time of the Empire (1851-1870), when the Crimean "*entente cordiale*" and the imperial court drew England's aristocracy to Paris and thence all over France, while the United States was, comparatively, a sparsely settled, struggling, distant land. But all that has since changed, the Anglo-Parisian colony (residentially speaking) yearly diminishes in wealth and importance, while the American is more and more in evidence on the boulevards. As a matter of fact, we believe that the number of really British pharmacists—taking France as a whole—tends to diminish; but they are replaced by Frenchmen, not by Americans.

Is there, then, an opening here for the Americans? The question is one of those which can only be decided by the individual. It would be idle to deny that the task is a hard one and is increased by the fact that in British pharmacies English assistants are preferred and that the French Government is more and more chary of granting "dispenses" to foreigners. A French B. A. examination, three years' apprenticeship and three years at "the School" would mean the best nine years of the life of a young American. Yet we have cited a proof of what one has done and others might do and endeavored to

point out the conditions under which existing Anglo-American pharmacies have grown and prospered.

American Witch Hazel Company Enters the Drug Business.

The American Witch Hazel Company has opened a full-fledged retail drug store at 240 Broadway. Early reports in the trade were to the effect that the company would conduct the store simply to push its witch hazel and that no other drugs or articles would be sold. This, however, proves to be incorrect. President Dickinson of the company said the other evening that the store would carry a full stock of drugs, medicines, etc., the same as any retail drug store, although it was the intention to push the firm's sixty odd specialties

Whithill, who for 24 years was buyer for the Hegeman Corporation. President Dickinson said that the store would be a cut-rate store—that is, it would compete actively for business, he said, and if the new enterprise proves a success more stores will be opened in other parts of the city. The career of the new store will no doubt be watched with a great deal of interest by the retail drug trade.

Beecham's Pills Counterfeited.

Five druggists have been arrested on the charge of making and selling counterfeits of Beecham's Pills. Three of these are Simeon B. Minden, a druggist of 334 Eighth avenue; Manville Thomas, his manager, and Charles S. Horn. The others



Interior View of the British and American Pharmacy, Rue Scribe, Paris.

besides witch hazel. There is also a prescription department. The interior of the store presents a very handsome appearance. It is finished in white and at night is brilliantly illuminated by incandescent electric lights. The company's specialties are given particular display; but other articles, such as a full assortment of candies, tooth brushes, perfume, tooth powder and other sundries too numerous to mention are neatly arranged to catch the customer's eye. The most conspicuous feature, however, is the large soda fountain. It is one of the American Soda Fountain Manufacturing Company's designs and the only one of its kind downtown. The soda is drawn on the counter directly in front of the customer from either of two beautiful onyx columns; syrup is drawn from push valves—the latest novelty in soda fountains. There are the usual mirrors back of the counter and these are handsomely decorated with flowers, fruits, etc. The manager of the new store is John

under arrest are Walter S. Rockey, of 479 Eighth avenue, and Charles F. Risley, president of the Risley Drug Company, 62 Dey street. They said they bought the pills in good faith. The arrest of the five druggists was brought about by George Gordon Battle, acting as attorney for the pill manufacturing firm whose goods were said to be counterfeited. Joseph Beecham, one of the family that controls the manufacture of the pills, came from England to appear against the defendants and to prosecute the search for the men who are making the alleged bogus pills.

A meeting of the College of Pharmacy of the City of New York will be held in the college rooms on Tuesday evening, October 18, at eight o'clock. Several amendments to the by-laws will be considered and acted upon at this meeting and a collation will be served at the close.

The National Association of Retail Druggists.

SIXTH ANNUAL CONVENTION,

ST. LOUIS, OCTOBER 10 to 14.

The sixth annual convention of the National Association of Retail Druggists, a full report of which follows, has proved to be even more successful than the most sanguine members had expected. With an attendance, including visitors, of nearly 800, this convention has brought together the largest meeting of druggists ever assembled in the world. The mere force of numbers alone was sufficient to make the convention an affair of unusual interest, but it was not the number in attendance which was the most impressive feature of the meeting, but the spirit which animated the delegates, a spirit which found expression in the earnest, hopeful and even confident manner with which the ills which beset the trade were discussed and the problems before the association were treated. At the inaugural meeting of this association, which was held six years ago in St. Louis, the proprietors and the jobbers, though in session in the same city at the same time, distinctly held aloof; when the meeting is held in the same place six years later, the most influential of the proprietors have made a special journey to be present and to pledge their support to an organization which has so amply demonstrated its right to existence and so fully met the obligations imposed upon it. The high enthusiasm with which the president of the Peruna Drug Company was greeted on taking the platform and the cordial words of appreciation extended to the Washington Promise Committee show that the unity of purpose and good will between the proprietors and the retailers has become firmly established and we may confidently look forward to seeing a still greater development of this good feeling and a still further improvement of the conditions of the drug trade through the combined efforts of the proprietor and the retailer. Our complete report, which includes a large amount of matter sent by telegraph, will lay before the pharmacists of the United States a clear, full and succinct record of what has undoubtedly been the most important convention ever held by the drug trade.

(Editorial Correspondence.)

FIRST SITTING.

Monday Evening.

St. Louis, Mo., October 10.—The opening session of the sixth annual convention of the National Association of Retail Druggists, which was called to order by President Benjamin E. Pritchard, of McKeesport, Pa., shortly after 8 o'clock this evening in the convention hall of the Epworth Hotel, St. Louis, was marked by a record breaking attendance, upwards of 500 delegates and visitors having registered at the office of the local secretary on the first day. The arrangements for the reception of delegates were in every way admirable, and the several members of the Joint Entertainment Committee, composed of prominent members of the various St. Louis associations of retail druggists, who gave so much of their time and effort to insure the comfort and pleasure of the visitors, came in for much deserved praise. The most conspicuous sign which faced incoming travelers at the Union Station, St. Louis, was one placed there by the local Entertainment Committee directing druggists to the "N. A. R. D. Bureau of Information," situated in Berryman Pharmacy. Chas. W. J. H. Hahn, the secretary of the committee, assisted by Messrs. Thumser, Koch, Renner and others, received the incoming delegates.

The convention was to have been welcomed to the World's Fair city by the Mayor of St. Louis, but the Arrangements Committee authorized a case of "rank substitution," as Dr. Whelpley characterized it, for

he was the one designated to take Mayor Wells' place. The substitute proved quite acceptable. Dr. Whelpley's address contained references to the organization meeting of the N. A. R. D. in St. Louis six years ago, "in the rainiest, coldest week of the

year." He contrasted the disagreeable weather conditions of that time with the present, and said it was evident that the elements were co-operating with the local committee to welcome the visitors and make this meeting the most successful one in the history of the organization. After Dr. Whelpley had acquitted himself in the role of welcoming dignitary, he modestly resumed his seat at the reporters' table and prepared "copy" for his journal, "Meyer Bros. Druggist."

The response to the address of welcome was made by William O. Frailey, secretary of the Lancaster County, Pa., Retail Druggists' Association, who spoke of the large number of retail druggists throughout the country who were the victims of commercial greed and capacity and unable to cope with existing trade evils. He then traced the steps leading up to the organization of the N. A. R. D., from the first meeting called by the Chicago Retail Druggists' Association, in 1898, and spoke of the benefits which had followed. The future was, he said, bright with the promise of accomplishment. The action to be taken at this meeting would mark an epoch in the history of the retail drug trade of the United States.

Edward G. Orear, the president of the Missouri Pharmaceutical Association, extended a hearty welcome to the visitors on behalf of the druggists of the entire State of Missouri. He prefaced his remarks with a humorous story and closed with a few lines of verse bearing on the serial numbering and contract plan.

The welcome of the druggists of St. Louis was conveyed through F. V. Johnson, the president of the Retail Druggists' Association of St. Louis. He was cordial in his greeting and expressed the hope that this meeting would prove the grandest, most successful and most profitable of the six meetings already held.

TWENTY-SEVEN STATES REPRESENTED.

Secretary Wooten called the roll of States and announced the name of the delegate selected to speak for the State called. The popularity of Mr. Wooten continues unabated, as was evidenced by the splendid ovation which he received, the members cheering him continuously for nearly a minute.

Alabama, first in alphabetical order, was first to be heard from. J. D. Sutton, of Mobile, spoke for his State, saying that it was represented at the organization meeting in 1898. The following two years were blanks in the State's history so far as affiliating with the N. A. R. D. was concerned. Outside influences hostile to the N. A. R. D. were responsible for the secession. In 1900 the State of Alabama came back into the fold.

Arkansas and California were called but without eliciting any response.

C. J. Clayton, of Denver, responded for Colorado, making grateful acknowledgment of the warmth of the welcome extended by the druggists of Missouri. He said that Colorado was looking forward with anticipation to welcoming the association to Colorado in 1905. This note was sounded by nearly every delegate who responded for his State.

Connecticut was represented by Col. John W. Lowe, of New Haven, who improved the opportunity to present Secretary Wooten with a wooden nutmeg. Without the semblance of a smile Col. Lowe told the recipient of the mammoth representation of a nutmeg that there was no other part of the soil that is so honest as the little nutmeg State about which so much has been said.

Secretary Wooten acknowledged the compliment and said he regarded it as an evidence of appreciation of his integrity—though the Connecticut nutmeg had not always stood for integrity. Connecticut was, he said, one of the staunchest supporters of the N. A. R. D., and had asked that the dues be doubled as they were now too small.

T. B. Cartmell, of Wilmington, spoke for Delaware. Although the first State in the country to sign the Constitution of the United States, Delaware was not one of the original 21 States which assisted at the birth of the N. A. R. D. The State had, however, made up for this, and the city of Wilmington in particular was one of the strongest friends of the national organization.

The District of Columbia was represented by Samuel L. Hilton, who assured the convention of the continued loyalty of the National capital.

Florida was not represented.

Georgia had an able representative in John D. Allen, of Atlanta, who appeared as the spokesman for the Atlanta Druggists' Association. He told the gathering that Georgia had been prevented heretofore from operating with the N. A. R. D., but that the druggists of the State were in hearty sympathy with the movement.

J. K. Forsyth, of Chicago, got an ovation from his fellow delegates when he arose to respond for Illinois. He assured the

L. P. Holzauer, of Newport, made a neat and witty speech. He said that Kentucky, which he represented, was willing to stand pat with Simon N. Jones, and let well enough alone.

Chas. G. Saurtret, of New Orleans, the representative of Louisiana, devoted most of his remarks to a plea for holding the next convention of the association at New Orleans.

The States of Maine and Maryland were called, but no one responded.

Massachusetts had an earnest and forceful speaker in W. J. Ballock, of New Bedford.

J. M. Leeman, of Sheppard, Mich., made acknowledgment for his State in a brief but telling speech.

He was followed by Charles H. Huhn, of Minneapolis, who drew the laughter of his audience with a thrust or two at his friend Voegeli. He said: "This is quite sudden. The orator for Minnesota is Mr. Voegeli, but my friend Voegeli probably realizes that it takes a man to make a two-minute speech. Anybody is, of course, able to make a speech of an hour or two hours' duration." He then made grateful acknowledgment of the manner in which Minnesota had been honored in the distribution of offices in the national organization and followed it up with a humorous anecdote.

Mississippi was not represented.

For Missouri Charles L. Wright, of Webb City, said the State was proud of its child, the N. A. R. D. He still considered the association to be in its infancy. He again welcomed the association to Missouri.

The States of Montana, Nebraska and New Hampshire were called without eliciting any response.

New Jersey was heard from through Samuel Sykes, of Paterson.

New York's spokesman was Dr. William Muir, of Brooklyn, who made a dignified speech of acknowledgment and greeting. "New York," said he, "sends her fraternal greeting to this convention. We of New York have been loyal adherents of the N. A. R. D. since it was first organized. I would assure you that every pharmacist in New York State is eagerly awaiting the results of your deliberations. We expect to see the serial numbering and contract system adopted in some form, even if we have to accept a compromise leading to the adoption of a uniform minimum price."

C. A. Raysor, of Asheville, in responding for North Carolina, spoke of the glowing appreciation in his State for the work of the National Association.

North Dakota was not represented.

Ohio was represented by John Byrne, of Columbus, who told the meeting that the association could place Ohio on the firing line, for the State was determined to do her full duty. Her representatives had not been sent to work for "a toboggan slide or any other sliding scale," but for the contract plan, pure and simple.

Oklahoma, which had been elevated to Statehood since the previous meeting, was represented by F. B. Lillie, of Guthrie, a well-known figure at previous gatherings. He conveyed the information that proprietary medicines all sell for full prices in Oklahoma, and the reason why the State was represented in the N. A. R. D. was the organized druggists of the State felt it their duty to assist their brethren in the rest of the country.

Oregon has a poet-druggist, Chas. S. Archer, of Portland, who told where Oregon stood in the matter of price protection in rhymed couplets.

Pennsylvania's Grand Old Man, Wm. McIntyre, of Philadelphia, was chosen by the 45 delegates of that State as their spokesman. He glorified Philadelphia to the extent of including Greater New York as one of its suburbs. After a little more persiflage of this kind, which was thoroughly enjoyed by a sympathetic, friendly and appreciative audience, Mr. McIntyre brought his remarks to a close by assuring the convention of the full and hearty support of Pennsylvania in carrying out its great projects.

Rhode Island, South Carolina and South Dakota, which were called in order, were not represented at the evening session.



T. VOEGELI, Minneapolis,
The President-elect.

meeting of the unwavering devotion of Illinois to N. A. R. D. principles, and counselled moderation in action.

Indian Territory was called, but no one responded.

Indiana was represented by C. E. Elliott, of Sheridan, who sounded a new and somewhat harsh note, saying he was not there for oratory but for business. Many a heart throughout the country was beating anxiously awaiting the outcome of this convention. He said he was proud of the N. A. R. D., proud of his State Association, and still prouder of the fact that Indiana was the only State in the Union that possessed a manufacturer who had the manhood to come out squarely and openly for a serial numbering and contract plan. This statement, made in a ringing fashion, provoked a round of enthusiastic applause, mingled with screams, whistling and cheers.

Vice-Presidents Wolff, Hilton and Tainter were invited to the platform at this point and took seats alongside of President Pritchard.

E. B. Tainter, of Carroll, made a two-minute speech expressive of the loyalty of his State of Iowa to the national association.

Kansas spoke to the gathering through F. A. Snow, of Topeka, who began by saying that his State was noted for its hurricanes, snow and fine weather. It was also noted for its adherence to the N. A. R. D. He closed by saying, "We are not here with a hatchet but with a hammer, prepared to do a little knocking."

Samuel C. Davis, of Nashville, responded for Tennessee, "a grand old volunteer State." He hoped to welcome the association to "the grand old city of Nashville" the following year.

For Texas, C. B. Ambrose said he regretted the State was not so well organized as it should be. He represented the strongest pharmaceutical association in the State, and the only instruction he had received was "Long live the N. A. R. D."

Vermont, Virginia and Washington were called for, but failed to respond.

West Virginia, represented by W. C. Gordon, of Wheeling.

C. B. Farringworth, of Beloit, announced as the representative of the State of Wisconsin that he had discovered in St. Louis a new variety of mosquito which "goes about his little work without a song." He had come uninstructed to the convention, but assured the gathering of the hearty indorsement of his State for the N. A. R. D. work.

GREETINGS FROM SISTER ASSOCIATIONS.

The delegates from sister associations were then received and Otto A. Claus, of St. Louis, the chairman of the delegation from the American Pharmaceutical Association, was called upon to speak for the association. Mr. Claus was not present and no response was made, but owing to some confusion then prevailing President Pritchard erroneously assumed that Mr. Claus had responded, so he called upon Jesse L. Nelson, of Chattanooga, to speak in return for the N. A. R. D., which Mr. Nelson did very effectively.

The speech of the evening was made by J. C. Eliel, of Minneapolis, the representative of the National Wholesale Druggists' Association. He expressed the pleasure it afforded him to greet the members of one of the chain of associations comprising all branches of the drug trade, and the particular pleasure he experienced in addressing a gathering in which so many women figured—"the women, those blooms of perennial beauty that flourish in our midst." Abandoning for the moment his lofty flights of eloquence he came down to business and in solid accents said the time was not remote when retailers appeared before the wholesalers' meetings with plans in their hands petitioning for support. The retailers were then told to organize and then present their plans. Well, the retailers had organized, and as for the wholesalers, "We are here to-day and our hats are in our hands."

"I want to say to you that you have done a wonderful work in the few years of your existence. I am a retailer myself and I know your troubles; but I want to advise you to make haste slowly. I would wish you to bear in mind that tripartite means 'three parties'—and that each party has its rights, which should be respected."

The response to the N. W. D. A. was made by Warren H. Poley, of Philadelphia, who assured the wholesalers that the retailers had no intention of trespassing upon their domain, nor did they contemplate any harsh measures or the infringement in the slightest of the rights of either of the two other parties to the agreement.

The Proprietary Association of America was ably represented by F. W. Schumacher, of Columbus, Ohio (Peruna Drug Company). He said he considered it a great honor to be able to extend the greetings of the association which he represented to the N. A. R. D., and was delighted to see that the N. A. R. D. had grown to such magnificent proportions. He spoke of his own early connection with "the arduous pursuit of the retail drug business," and pointing with his index finger at some person in the audience, said: "I see over there the face of the professor who guided me in my studies." Continuing, he said: "I know your trials and tribulations. I know the scanty remuneration that is yours." He then counseled moderation in dealing with the questions that would confront them. Moderation, he said, went hand in hand with justice.

In responding on behalf of the N. A. R. D., L. C. Hopp, of Cleveland, made a plea for the immediate adoption of serial numbering and contract system. "Why," he asked, "should not the manufacturers in attendance upon the Louisiana Pur-

chase Exposition not go on record at this time as favoring the serial numbering and contract plan?"

After some debate on motion of J. C. Gallagher, of Jersey City, the privileges of the floor were extended to all proprietors and jobbers in attendance upon the convention

TO PREVENT UNAUTHORIZED USE OF N. A. R. D. NAME FOR ADVERTISING PURPOSES.

A resolution introduced by Simon W. Jones, chairman of the executive committee, making it impossible in the future for individuals to get up so-called official programmes and solicit advertisements therefor, or to solicit subscriptions to drug journals on the plea that a portion of the proceeds was to be turned into the treasury of the association, was put over under the rules until the credentials of delegates had been passed upon.

A committee on credentials was then appointed as follows: Henry Y. Riddle, Missouri; H. G. Glick, Indiana; Max Bloomstein, Tennessee; J. K. Williams, Connecticut; Emil Zorn, Ohio; W. L. Shockey, Colorado; H. Swannell, Illinois; W. S. Miller, Kansas; Wm. Dice, Pennsylvania.

The Chicago Bell Telephone Company having offered the free use of its service to delegates after 5 o'clock p.m. and before nine a.m., the offer was gratefully accepted and a special vote



J. C. ELIEL, Minneapolis,
Representative of N. W. D. A.

of thanks was passed to the company. The sitting was then adjourned.

SECOND SITTING.

Tuesday Morning.

The sitting was opened by President Pritchard a half hour later than the advertised time, but promptly enough for a pharmaceutical convention. The minutes of the preceding meeting were called for, but on motion the reading was dispensed with. Vice-President Tainter was then called to the chair while President Pritchard read the annual presidential address:

President's Address.

The address of President Pritchard opened with a quotation from the sixth paragraph of the constitution reciting the aims and objects of the association. He compared the difficulties attending the efforts of the N. A. R. D. with those that confronted the American army in the Spanish-American War for the liberation of Cuba. There were the same barbed wire entanglements to retard progress.

THE RELATIONS BETWEEN THE RETAIL AND JOBBING INTERESTS were described as generally harmonious and satisfactory, though in a few instances jobbers had been found who were in different to the interests of the retailers. Many of these wholesalers were not members of the N. W. D. A. and were not, there

fore, amenable to discipline. It would be interesting to know, he said, just how much influence such jobbers were able to exert in opposition to the serial numbering and contract plan.

AS TO THE MEMBERS OF THE PROPRIETARY ASSOCIATION OF AMERICA, he held most of them in high esteem, but was sure that there were many of them whom he despaired of meeting in heaven. For one thing, the association showed too much of a disposition to go into "executive session" whenever ticklish questions bearing on the retailers' interests pressed for decision, or where pressure of argument was brought to bear along the line of protection to the retailer.

THE WASHINGTON PROMISE.

He paid just tribute to the "devoted band of 14 proprietors," who united to put into operation a plan of their own for the maintenance of prices on patent medicines. Although the plan had not been the success that was anticipated, sufficiently good results had accrued to justify the work of the committee. Much the same line of thought was followed by President



B. E. PRITCHARD, McKeesport, Pa.
The Retiring President.

Pritchard as that shown in the editorial on this subject printed in the first October number of the AMERICAN DRUGGIST.

PATENT LAW AMENDMENTS.

As might have been expected, President Pritchard devoted a good deal of his time to a discussion of the progress of the Patent law amendment. He was vigorous in denouncing the "foreign brigands who prey upon the American people," and said the Commissioner of Patents had experienced a change of heart since the Washington meeting, when he reported adversely upon the claims of the retailers as to the necessity of amending the patent laws where they apply to patented medicines of foreign manufacture. In this connection he paid a well merited compliment to John C. Gallagher, of Jersey City, who, he said, had given unstintingly of his time and labor to serve the association. Prof. Joseph P. Remington, Mahlon N. Kline and Wm. L. Cliffe, of Philadelphia, also came in for warm praise. The prospects for a speedy amendment of the patent laws were said to be very bright. The association's bill is now before Congress, having been favorably recommended by the Committee on Patents of the House of Representatives.

THE DEFINITION OF THE WORD "DRUG."

Reference was made in the address to the protest made by the association to a committee of Congress against the extended definition of the word "drug," contained in the Pure Food and Drug bill. The association had, he said, gone on record as approving the passage of a pure food and drug law, but consider-

ing the experience of the drug trade with State legislation of the same class, they were forced to be careful about giving their approval to pure food bills.

CREDIT FOR CO-OPERATION.

Those proprietors who had inserted clauses in their advertising contracts to make such contracts null and void when newspaper publishers with whom the contract was made should permit cutters to advertise in their columns at prices less than the established price were especially commended.

THE FAILURE OF CERTAIN JOBBERS

in the smaller towns who sell to wholesale grocers to trace the final destination of this class of goods was emphasized as one of the greatest obstacles to the maintenance of prices.

TRADING STAMPS

were condemned by President Pritchard and characterized as "one of those pestiferous little matters which is responsible for much demoralization. It has broken up excellent schedules, does much malicious damage and has resulted in good to nobody."

President Pritchard said that the display in windows and otherwise of proprietary articles that are exploited without any price protection was a source of great discouragement to the officers of the association. He advised druggists to give all much goods a wide berth.

THE PRESIDENT'S BEREAVEMENT.

The address was brought to a close with a most touching reference to the bereavement which President Pritchard had suffered a short time ago in the death of his wife. Although she who "for more than a quarter of a century had been my guide and monitor, whose bright smile of approval and encouragement has brightened many a darkened pathway, whose sympathy and prayers have brought me through numerous deep waters, yet I have tried not to falter and have held fast to the tiller in order that I might bring the good ship safely into port and deliver it, staunch and seaworthy, back to the hands of those who one year ago intrusted it to my captaincy."

The address took the usual course, being referred for action to the Committee on Resolutions.

Then followed the

Report of the Executive Committee.

While the committee has been placed during the year in a position that prevented very aggressive work on behalf of the direct contract plan, on account of the understanding that was entered into during our last meeting that certain proprietors were to be given an opportunity to demonstrate their ability to control prices to the point of enabling our members to at least secure some profit upon the proprietary medicines we handle, no opportunity has been lost to keep the plan continually in the minds of all the proprietors.

While we have in no way violated the promises made at our last convention, we have, both by personal effort and through correspondence, endeavored to convince the leading proprietors that a contract of some kind, with a sufficient penalty for violation to insure the carrying out of the contract, promised the only efficient means of controlling the distribution of the proprietors' products as well as the price at which they are sold to the consumer.

Some of our affiliated associations, apparently laboring under the impression that we had forgotten the instructions of the N. A. R. D., have by resolution called upon us to devise means to force all the proprietors to adopt the serial numbering contract plan. At no time have we failed to carry out the instructions given us, and during the whole of the past year every effort that promised success has been made to convince other proprietors that their duty to themselves and to the legitimate handlers of their goods required that they come into line upon this, the only plan that insures success. So far very few proprietors have adopted a contract. Those who have unfortunately do not manufacture the proprietaries upon which the price has been cut below cost or which are distributed to every section of the country.

THE TRIPARTITE PLAN.

While we have not altered our opinion as to the inefficiency of this plan to prevent demoralization, we still find that it serves some good purposes, and it has proven of advantage during the past year. It does keep the disloyal jobber from aggravating conditions where schedules have been put into effect. It has closed some avenues for getting supplies whose final distribution was intended to be the bringing of demoralization to places where fair retail prices have been prevailing and where the sale of medicinal articles have been confined heretofore to retail druggists. The difficulty of having the provisions of this plan generally observed has been great, owing to the negligence of some loyal jobbers as well as proprietors. More frequently, however, there have been willful violations of obligations imposed by the plan. The risk of being detected being comparatively small, knowledge of this fact has produced a feeling of disappointment among all branches of the trade. It has cost the proprietors considerable money and no small amount of worry to run down and obtain absolute proof of guilt in order that these violators might be shown up in their true colors; but we have extremely few instances on record where the same offender has been convicted more than once.

While the association's continued use of the tripartite plan is recommended, this is not because we believe the plan will ever prevent cutters from getting supplies of tripartite proprietaries, but because it does

afford an opportunity to place those who would willingly supply price demoralizers in a position where the work has to be done clandestinely, if done at all; and frequently disloyal proprietors and jobbers have been deterred from supplying cutters by fear of detection, by the anticipated refusal of proprietors to fill orders, and by the knowledge that undesirable advertising would result if the offender was caught.

RELATIONS WITH THE WHOLESALERS.

There appears to be a marked change in the feelings of the members of the wholesale drug trade toward the direct contract plan. Our opinion is that the welfare of the retail druggist comes more prominently before them as they have seen the good results of selling goods



SIMON N. JONES, Louisville,

Chairman of the Executive Committee.

under a direct contract with the proprietor, not only in the additional prosperity of their patrons, but also from the fact that the contract goods are distributed solely through the drug trade. Any one who has observed the rapid increase in the business of the mail order houses in proprietary medicines must be convinced that the activity of that class of distributors constitutes a menace that sooner or later must be given serious consideration. Prices quoted by the mail order firms direct to the consumer are exactly the same as those quoted to the retail druggist by the jobber, and self-protection will compel the retailer to look around for some method that will restore the distribution of these articles to their legitimate channels.

The mail order houses, whose sales run into the tens of millions of dollars annually, are not only sapping the retailers' business in all the small towns and country places, but these concerns are manufacturing and distributing an extensive line of proprietaries to replace the well-known proprietary remedies. Besides these, a full line of regular medicines are handled, all of which go direct to the consumer. Contract proprietaries form the only exception to the rule. These goods are neither quoted nor sold, because they cannot be purchased from the manufacturers or their wholesale agents unless they guarantee their sales at full prices, something they appear determined not to do.

The N. W. D. A., through its Proprietary Committee, has been of great service to us, and many of the individual jobbers have, when opportunity offered, aided our work.

RELATIONS WITH PROPRIETORS.

The Proprietary Association of America held its last annual meeting in Chicago June 1-3, 1904. The address of President Chamberlain was well received, its keynote being that price control is necessary to the proprietors' welfare, and that such control by the proprietors is legal and its accomplishment of the greatest possible importance. Taking the convention in its entirety, we believe the proprietors have been awakened to the necessity of doing something without delay that will protect their goods and safeguard the retailer in securing his profit for handling them. The proprietors, while evidencing great interest in the proceedings, seemed convinced that the Washington Promise Committee would accomplish results that would prove satisfactory to the N. A. R. D., and several expressed their inability to adopt the serial numbering contract plan at this time.

We acknowledge our lasting obligations to many of the members of the Proprietary Association for their faithful and earnest co-operation with our work. We believe that the hesitancy that the leading proprietors evince in adopting a contract plan does not result from lack of willingness to do something for the retailer, but from the fact that up to the present the individual proprietor has not been able to devise a contract plan that would, in his opinion, protect his business and at the same time give the druggist protection. Many of the proprietors assert that in places where cutters have fixed the prices of their goods at 60 to 65 cents an immediate advance to full prices would be business suicide—that the public would resent it, but an advance to 83 or 85 cents under a direct contract is being seriously considered, and an advance to full price later may be expected, and this at the earliest moment consistent with good business policy.

THE WASHINGTON PROMISE COMMITTEE.

In some instances the work done has been rewarded by satisfactory results. This is especially true in some of the Southern States. The work done at Atlanta was far-reaching in results. Except at Omaha

and Council Bluffs the results in other sections of the country have not been so marked, but this cannot be attributed to any lack of effort on the part of the committee. The difficulty with their work as well as ours is that it has no assured permanency. Nothing but a penalty of some kind will prove effective in securing the observance of any schedule.

THE SERIAL NUMBERING AND CONTRACT PLAN.

Since our last meeting another year has been added to our experience with this plan. All of its roughness and the difficulties experienced at its inception have been worn off, and to-day it stands out as an everlasting monument to the courage of those who first had the business sagacity to inaugurate it. To-day we find everything that they started to do accomplished facts. This association must, in our opinion, keep this plan continually in view; nothing that has been tried has brought any permanent results except the direct contract plan.

RESOLUTION "C."

Experience has proven that this resolution accomplishes far less good than was to have been expected of it, and we recommend its repeal. It contemplates that supplies will not be furnished to cutters whenever the local associations specifically bring the matter to the manufacturers' attention. It imposes a burden upon the local associations that is productive of ill-will and approximates so nearly a violation of the anti-trust laws of several of the States that we doubt the propriety of continuing its use. In its place we would recommend that the convention approve the action of the Executive Committee in acceding to the request of several manufacturers in establishing under the designation

CLASS "D"

those proprietors who manufacture pharmaceuticals, surgical supplies, plasters and similar products and who, of their own volition, will refuse these products to those whose names appear on the list issued by the manufacturers of proprietaries as price cutters of the proprietors' preparations.

THE HONOR ROLL.

This roll is to inform our members which of the jobbers, acting individually, are conducting their business in accordance with the best interests of the price-maintaining retailers. It embraces almost all of the recognized jobbers upon the list of wholesale distributors except those in New York City and Cincinnati. If this list is observed by our members its use will soon convince the jobbers of the country that their interests are identical with ours. We urge the delegates upon their return to their respective associations to call attention to this list of wholesalers, indicating to their members the fact that preference should be given to those whose loyalty is proven by their names being on the list.

NATIONAL SALESMAN'S CARD.

The necessity of a credential of this kind becomes more apparent each year. Many manufacturers and their agents are masquerading as our friends who are at the same time knifing us at every opportunity. In many of the small towns there are no local associations, and in many others the salesman's card system has not been adopted, and we believe the National Association's work has reached the point where every loyal manufacturer should be supplied with the evidence of his loyalty. We find that some of them are to all appearances loyal to the core where the N. A. R. D. interests are well looked after, but as soon as they pass beyond this sphere everything goes. The national card would compel the same loyalty in one place as in another, and we think it would prove a valuable adjunct to our efforts in maintaining satisfactory con-



M. T. BRESLIN, New Orleans,

Member of the Executive Committee.

ditions. We do not believe that the card should be made a source of revenue, but a sufficient charge should be made to cover the necessary expense. In our opinion the cards should not be issued for a longer period than three months.

SPECIAL BENEFITS TO N. A. R. D. MEMBERS.

We are convinced that those druggists who pay their dues, those who give their time and labor to the work of the National Association and its affiliated bodies, should receive some substantial recognition that is not shared by those who contribute nothing but are willing to

enjoy all the benefits resulting from the efforts of others. Your committee does not recommend a method of accomplishing this object, but believes it a question worthy of careful consideration.

FINANCES.

Owing to the great liberality of some of our friends among the proprietors who have manifested in a practical way their active interest in the work of the association our treasury has been fairly well supplied during the past year. The dues have also been paid more



THOMAS V. WOOTEN, Chicago,
The Secretary.

promptly. What is to be done to raise the money needed for the coming year is the all-absorbing question. We cannot continue to solicit aid from the proprietors year after year, and the time has come when our members must stand face to face with the fact that the obligation of financing the association rests upon them.

We should be independent, notwithstanding the fact that we sincerely believe that the welfare of the entire drug trade—proprietor, jobber and retailer—is bound up in the success of the retailers' association, because a united retail trade can cure practically all the evils that could afflict either branch. Every dollar that has been donated to us by the manufacturers has been returned to them tenfold. The work of the N. A. R. D. has been educational; we have endeavored to convince our members that the proprietors and jobbers have rights that we must respect; we have undoubtedly limited the tendency to offer substitutes and in other ways have advanced the interests of all concerned, yet we should bear in mind that this is the retailers' association, and every retailer should consider it not only a duty but a privilege to assist in its maintenance and aid in its work.

In referring to the resolutions recently passed by one of the local associations [which, though not named in the report, is known to be the Ohio Valley Retail Druggists' Association, published in our last issue], the committee said that the evident assumption that the "national association has been swerved from its proper course of demanding adequate protection from the jobbers and the proprietors by the financial aid thus given, is wholly unwarranted," and continued:

Your committee does not consider these contributions an act of charity—it is purely a matter of business. The National Association has only been compensated in a very small measure for the amount of work it has done. We do not recommend that the association ask for financial aid except from retail druggists, but if individual proprietors or jobbers feel that their work has aided them, has increased their sales and their profits, and in consideration of this fact desire to assist in reimbursing, this money should be thankfully received, and this can be done without loss of dignity and without injury to our cause in any way.

N. A. R. D. NOTES.

The committee referred to the paper as having a large circulation and wielding a great influence for good, and complimented the skill, economy and good judgment manifested by the editor, Mr. Carr, in his conduct of that department.

ORGANIZING DEPARTMENT.

The committee referred to the good fortune of the association in having Dr. Joseph R. Noel at the head of the department.

SECRETARY'S OFFICE.

Notwithstanding the fact that the work in this office is continually increasing, the affairs of the office have been dispatched with promptness. Much of the executive work and all important correspondence has, of necessity, to pass through the hands of our secretary, and almost all of it requires personal attention. The committee feels that it would be wasting words to again compliment the worthy occupant of this position, as his name and his accomplishments as a gentleman, an officer and a diplomat are household words in every drug store in the land. No association was ever more fortunate in its secretary than the N. A. R. D. has been in securing the services of Thomas V. Wooten.

THE PHARMACEUTICAL PRESS.

The committee commended the attitude of all of the pharmaceutical journals, with one exception, and spoke of the work of the papers as having considerable weight in aiding organizational work.

DETAIL WORK OF THE EXECUTIVE COMMITTEE.

Three meetings were held during the year. The salary of the treasurer was fixed at \$200 a year. Ex-Treasurer Vitt was allowed that amount for his work during the preceding year.

The present is the first time in the history of the association that a respectable balance has been shown at the close of the year, formerly members of the Executive Committee having been forced to hold themselves personally responsible for money to support the association. In conclusion the report says:

"The future is still bright. Behind the clouds the sun is still shining, and the prospects of reaching the ideal conditions the national association has ever striven for were never as bright as they are at the present time."

The report was received and that portion of it relating to the finances of the association was referred to the Finance Committee and the remainder to the Committee on Resolutions.

The Committee on Credentials made a preliminary and incomplete report, showing an attendance of accredited delegates representing a voting power of 269, the State of Pennsylvania leading with 42 votes (afterward increased to 45) and followed by Missouri with 25 (afterward increased to 31) and Illinois with 24 (afterward increased to 42).

The following selections by the State delegates of members



E. H. WOLFF, St. Louis.
Vice-President.

of the Committees on Resolutions and Nominations were then announced, the names being printed in this order, Resolutions first and Nominations second: Alabama, W. E. Bingham, J. D. Sutton; Connecticut, J. K. Williams, Charles Fleischner; Delaware, F. W. Fenn, F. W. Fenn; District of Columbia, S. L. Hilton, S. L. Hilton; Florida, H. C. Groves, H. C. Groves;

Georgia, J. D. Kidd, J. D. Allen; Illinois, W. Bodemann, W. H. Gale; Maryland, C. E. Elliott, A. J. Timberlake; Iowa, E. B. Fainter, W. J. Jenkins; Kansas, A. O. Rossa, F. A. Snow; Kentucky, J. A. Willenbrink, W. L. Hopkins; Louisiana, M. T. Breslin, Geo. McDuff; Indiana, J. G. Beck, M. S. Kahn; Massachusetts, C. A. Stoner, F. F. Ernst; Michigan, T. F. Mann, J. M. Leeman; Minnesota, Geo. H. Goodrich, Chas. H. Huhn; Missouri, Fred. C. Vincent, J. R. Raboteau; Nebraska, H. H. Barth, H. H. Barth; New Jersey, F. S. Hilliard, J. C. Gallagher; New York, H. B. Gullford, R. H. Smith; North Carolina, C. D. Brad-dam, C. A. Raysor; North Dakota, W. Porterfield, W. Porterfield; Ohio, F. H. Freerichs, John Byrne; Oklahoma, F. B. Lillie, F. B. Lillie; Oregon, Chas. S. Archer, Chas. S. Archer; Pennsylvania, W. O. Frailey, T. H. Potts; South Dakota, Chas. Peasely, Chas. Peasely; Tennessee, S. C. Davis, E. A. Kuehn; Texas, C. B. Ambrose, C. B. Ambrose; Virginia, C. H. Lumsden, C. H. Lumsden; West Virginia, W. C. Gordon, W. C. Gordon; Wisconsin, Herman Emmerich, Ed. Williams.

Report of the Secretary.

Secretary Wooten's report opened with a word or two of explanation regarding its lengthy character. After reproduc-



DR. V. MOTT PIERCE, Buffalo,
Chairman Washington Promise Committee.

ing that section of the constitution of the association which prescribes the duties of the secretary, in order to show how difficult it would be to compress the report within very narrow limits without disregarding a specific duty imposed upon him, he proceeded to give the members of the organizations composing the national association. The following are figures by States.

NUMBER OF ASSOCIATIONS IN MEMBERSHIP.

Alabama, 20; Arkansas, 7; California, 20; Colorado, 9; Connecticut, 12; Delaware, 2; District of Columbia, 1; Florida, 8; Georgia, 16; Illinois, 78; Indiana, 50; Indian Territory, 4; Iowa, 48; Kansas, 32; Kentucky, 25; Louisiana, 9; Maine, 5; Maryland, 5; Massachusetts, 36; Michigan, 40; Minnesota, 24; Mississippi, 3; Missouri, 32; Montana, 3; Nebraska, 5; New Hampshire, 6; New Jersey, 10; New Mexico, 2; New York, 41; North Carolina, 7; North Dakota, 1; Ohio, 63; Oklahoma, 4; Oregon, 5; Pennsylvania, 53; Rhode Island, 5; South Carolina, 2; South Dakota, 13; Tennessee, 10; Texas, 22; Utah, 2; Vermont, 2; Virginia, 12; Washington, 5; West Virginia, 15; Wisconsin, 41. Canada—Province of Quebec, 1.

ASSOCIATIONS DROPPED FROM MEMBERSHIP.

During the year the State pharmaceutical associations of Vermont and Washington had been dropped. A large number of local associations had been dropped for failure to pay dues.

THE GAIN IN MEMBERSHIP.

The number of State associations now in affiliation with the national organization is the same as reported last year—viz., 31. The increase in the membership of local associations amounted to 149; 104 associations had been dropped during the year, leaving the total number of local associations now affiliated 784. The entire percentage of gain for the past year was stated at 815, a gain of 5% per cent.

EXPENDITURES.

The financial statement submitted by Mr. Wooten was as follows: Disbursements for the year ending September 30, 1904, a period of 13 months, \$56,434.00.

The expenses of the Department of Publicity for the year amounted to \$13,329.35. The receipts for the year were \$6020.14, leaving a deficit of \$7309.21. The report expressed the hope that the important matter of financing the association and putting the organization on a sound monetary basis would absorb the attention of every delegate until a conclusion was reached that would insure solidity and permanency to the national association.

WHAT THE SECRETARY DOES.

A general account of the work of the secretary's office was given. This revealed to some extent the scope of Secretary Wooten's activities. In addition to taking care of the voluminous correspondence which covers the widest imaginable range and which seemed to be constantly increasing in volume, with all of which he kept in close personal touch, he mentioned the following items of routine work transacted by the secretary: Holding daily consultations with the heads of the organization, publicity and legal departments regarding policies and plans for advancing the work in these departments; consulting with proprietors, pharmaceutical manufacturers, manufacturers of surgical supplies and the representatives of those branches of the trade; consulting with retail druggists; visiting Chicago, especially the officers of local associations, regarding their work; compiling for the use of the executive committee carefully prepared reports throwing all the light possible upon the various subjects the committee must decide by correspondence, the reports being for the most part voluminous and in all cases highly important; investigating the status of retail druggists who aspire to buy properties at best prices on the plea that they are jobbers; scrutinizing the bills introduced in Congress and the various State legislatures that affect the interests of druggists; preparing "form letters," circulars and other literature; addressing meetings of druggists, State and local, upon questions of the hour relating to commercial pharmacy, etc. Mr. Wooten closed his report by congratulating the association upon the increased strength which it had gained during the year, in spite of the rather large number of organizations dropped from the membership roll.

The report of the Director of the Department of Publicity was then called for.

THE COST OF PUBLISHING N. A. R. D. NOTES.

Charles M. Carr's report as the director of the Department of Publicity took the form of a supplemental report of the secretary and dealt entirely with the publication and propaganda work of the secretary's office in connection with the weekly periodical issued by the association under the title "N. A. R. D. Notes." The periodical, the report stated, had a circulation of upwards of 10,000 paid subscribers. During the year under review about 900,000 copies had been printed and circulated to subscribers and as "sample copies." The latter had been mailed to druggists and to general dealers.

The report stated that "N. A. R. D. Notes" was not a paying proposition in point of direct financial returns, the financial statement showing a deficit of \$3392.74, or \$4562.74, if the director's salary is included.

The N. A. R. D. had no intention, the report said, of entering the general advertising or pharmaceutical journal field, and reports to the contrary were baseless.

No recommendations were contained in the report. It was suggested that the appearance of the periodical would be im-

proved by the addition of a cover, but the director of the Department of Publicity would not advise this change on account of the added cost. The proposition which had been made to increase the national dues and include in this increase the subscription price of "N. A. R. D. Notes" found more favor



CHARLES M. CARR,
Editor of N. A. R. D. Notes.

in his eyes. "In my judgment," director Carr's report closes, "this proposition should receive careful consideration at the hands of the convention."

I. N. Helms, of Indiana, made a motion providing for the appointment of a committee of seven on contracts, to which should be referred all matters pertaining to contract plans dealing with the sale of proprietary medicines. The motion was opposed by M. F. Breslin, of New Orleans, on the ground that it conflicted with the rules of procedure of the association in dealing with such matters, and Mr. Helm's motion was voted down.

Following the reading of an invitation from the Liquid Carbonic Acid Company to the members to visit its exhibition at Block 73 in the Agricultural Building, the resolution offered by Simon N. Jones at the preceding sitting was taken from the table and adopted.

Sundry reports of standing committees were called for, but none being ready, the sitting was adjourned to reconvene in the afternoon at 2.30.

THIRD SITTING.

Tuesday Afternoon.

President Pritchard opened the proceedings at 3 o'clock by calling for the minutes of the preceding sitting. The usual motion to dispose with this formality prevailed and routine business was taken up. The report of General Organizer Noel was read as a supplementary report of the secretary.

GENERAL ORGANIZER'S REPORT ON ORGANIZATION WORK.

Dr. Noel stated that between September 6, 1903, and September 24, 1904, \$29,776.35 had been spent by the Organization Department in the prosecution of its work. Of this amount \$14,712.76 represents traveling expenses, \$14,018.89 the salaries of the representatives and \$1,044.70 office expenses. The total amount spent in 1903 was \$22,305; in 1902, \$16,353; in 1901, \$11,951.

The total amount collected by the department during the year was \$24,857.33, or over 43 per cent. of the total receipts from all sources, and over 73 per cent. of the receipts for dues and organization fees. The amount collected for 1903 was \$16,868; for 1902, \$13,256, and for 1901, \$11,327. The deficit

in running the department amounted to \$4,919.02. The deficit for 1903 was \$5,437; for 1902, \$3,102; for 1901, \$624, making a total deficit for the three and two-third years since the department was started of \$14,082.97, or an average of approximately \$3800 per year. This represents the amount drawn from the treasury in addition to collections made by the department.

The number of members secured for the convention year just closed was \$2,280; the number for 1903 was 3,148; for 1902, 3,770; for 1901, 3,468—a total of 12,666. The number of associations organized this year is 145; in 1903 it was 140; in 1902, 222, and in 1901, 244. More reorganization work has been done than during previous years. Less adjustment work has demanded attention than during 1903, and considerably more money has been collected by the department than ever before.

NEW FEATURES OF THE WORK.

One of the representatives of the N. A. R. D. visited all cities having a population of 25,000 or over during the year. Systematic work has been done by this representative in 56 of the 157 cities of this class. In addition he has attended 15 of the 40 State association meetings.

Another innovation is the employment of a qualified person who, in addition to performing the duties that usually devolve upon N. A. R. D. representatives, endeavors to induce physicians to prescribe where they are now dispensing. The success met with so far by this representative has been very encouraging. It is the intention of the N. A. R. D. to make this work a part of the regular duties of its representatives as soon as the work can be thoroughly systematized.

TERRITORY COVERED.

During the year representatives of the N. A. R. D. have very nearly covered the entire country, from the Atlantic to the Pacific and from the Canadian to the Mexican border. With a total of 18 men in the department, two of whom are not under



DR. JOSEPH R. NOEL,
General Organizer of the N. A. R. D.

regular pay, five of whom are stationed in four of the larger cities and one of whom attends to the duties in the office at headquarters, it has been very difficult with the remaining ten to do the work that should have been done during the year. Indeed, until very recently the organizer had only a total of 12 men in the entire department.

Comparatively little work has been done by the department

this year in the larger cities. In explanation of this it was pointed out that under the tripartite plan it is virtually impossible to secure any greater results than have been already achieved. Fourteen hundred letters were sent to Michigan and 900 to Alabama, asking for aid and endeavoring to arouse interest. From these letters an even 100 replies were received and only \$42.50 was collected. The cost of the effort had been \$84.73. The loss therefore was \$42.23. This percentage loss could have been sustained even on a large scale if results had been commensurate with the expense incurred, but there were only a few of the recipients of these letters that seemed to be really impressed by them. A few puny efforts and some spasmodic expressions of interest by druggists not heretofore identified with us were all that the effort amounted to, in addition to the sum collected, which only a little more than paid for the postage. This illustrates the futility of attempting to organize the retail drug trade by correspondence. In fact, there have been only four organizations formed through correspondence during the past year.

In commenting on these facts Dr. Noel says that "Nothing is more clearly evident than this: In an overwhelming majority of communities an outsider must organize, reorganize, adjust differences and visit the physicians of the community."

The organizer thought that all territory where there are drug stores should be visited at least once a year. In the more populous country districts visits should be made at least twice a year, and in the smaller cities at least four times a year, while in the larger cities a representative of the N. A. R. D. should call on every dealer in the city at least once a month.

The report went on to say that "The only way in which the work in the field conducted on business principles can be made to pay is to sufficiently increase the annual dues. . . . An erroneous statement made on the floor of the last convention, which, for want of available facts, went uncorrected, was to the effect that there had been a notable falling off in numbers of paying members as the result of advancing the dues at the previous convention. As a matter of fact, there were 942 more members who paid during 1903 than there were during 1902, and during 1904 10,029 more have paid dues than in 1902. A tabulated statement showing this in detail will be exhibited at the proper time."

In conclusion, Dr. Noel said:

In view of what the N. A. R. D. has done, is doing and will do, and especially when we consider the greatly increased efficiency of the organization department if we are given a sufficient number of men in the field; in view of the fact that the dues of all labor unions are from four to ten times as large as ours and the dues of all other commercial organizations from twelve to one hundred times as great as ours, I have no hesitancy in saying that \$5 a year is none too large an amount for each retail druggist of the country to pay into the national treasury. Even though we make no more rapid progress during the next year than we have in the last, I am confident we will experience but little more difficulty in collecting \$5 than \$2. I am satisfied, after devoting considerable study to the question, that we will be able to induce at least 12,000 to pay \$5 dues, making a total of \$60,000 a year from dues alone. Should better conditions result from our work next year than have resulted this year, as I have every reason to believe they will, I am confident no more difficulty will be experienced in collecting \$5 than we have had in collecting \$2 heretofore. If we should be so fortunate as to make some arrangement whereby our members would secure special benefits which non-members could not secure, it would be much easier to collect \$5 dues than it now is to collect \$2.

Dr. Noel illustrated his report by tracing on a large map the territory covered by his staff.

Ex-President Lewis C. Hopp, of Cleveland, reported as chairman of the Committee on Pharmacy Laws, submitting a document of great interest and value. Reviewing the advances made in the matter of regulating the practice of pharmacy, he said that in the short period of 20 years which had elapsed since pharmacy legislation was first enacted not more than 5 per cent. of the vast number handling and compounding poisons were not thoroughly conversant with the physical and medical properties of the drugs they handle. This, the committee considered, a wonderful record, when the fact was borne in mind that all pharmacy legislation originated with the pharmacists themselves. Some of the reforms recommended by the committee were: (1) Druggists should receive recognition by all State pharmacy laws in the appointing of Boards of Pharmacy; (2) none but registered pharmacists should be eligible to serve on a board of pharmacy, such pharmacist to

be a practicing retail pharmacist of at least ten years' experience. If a member of the board retires from business while a member of a board of pharmacy he shall resign his membership on the board; (3) no member of a board should serve more than two terms of five years; (4) the enforcement of the provisions of pharmacy and other laws relating to retail druggists should be delegated to a special State officer; (5) the duties of members of boards of pharmacy should be limited to the examining and the passing on the fitness of candidates for registration, and not the transaction of police duties.

INTERSTATE INTERCHANGE OF LICENSES.

The committee proposed the following plan to make possible the interchange of certificates or pharmacists' licenses between the States—to wit: That boards of pharmacy for the purpose of adopting the interchange of registration appoint a committee representing a majority of the State boards to prepare examination questions, and when a candidate presents himself for examination for registration in any State he may make application at the time only for a general examination for registration in a State other than the one he is being examined in, such candidate to pay an extra fee for such examination of not more than \$25, the fee to be turned into the treasury of the National Association of Boards of Pharmacy. The answers to questions shall be submitted to the board of the National Association for rating, after which they shall be sent to the State board in which he desires registration. On approval of the State board the candidate shall be notified and he can become registered in such State on paying the regular fee for such registration required in said State.

Chairman Hopp cited Article VI of the constitution of the National Association of Boards of Pharmacy, which reads:

"The interchange of certificates provided for by this constitution shall go into effect whenever the States or Territories shall have made application for membership."

He said he considered this a step in the right direction, but feared it would be years before it was accomplished.

The question of renewing registration in States where annual registration prevails was considered by the committee. Some of the laws require the applicant to undergo an examination, as in the case of an original registration. Surely, this could not be legal, the report said. A man who has been registered by examination surely could not be declared incompetent 60 days after his registration expires. The committee therefore recommended that all States having such a clause in their pharmacy laws have the same changed to provide that any registered pharmacist who allowed his registration to lapse should have his name stricken from the register and, on request for registration, he should be required to pay a fee equal or double the amount of an original registration.

TO OVERCOME THE SCARCITY OF DRUG CLERKS.

Acknowledging the existing scarcity of drug clerks, the committee recommended to State associations to secure an amendment to their pharmacy laws permitting a registered pharmacist of one State to become registered in another State as an assistant pharmacist without examination, provided the examination for registered pharmacist is rigid enough to warrant the granting of such a certificate, and if at any time said assistant pharmacist desires to become a registered pharmacist he must appear before the board for regular examination as a pharmacist.

J. W. Errant, the attorney for the association, made a lengthy oral statement regarding the character of the work of his office. He informed the audience of the dismissal of the Platt suit, with costs to the defendant.

John G. Beck, the chairman of the Committee on Legislation, reported and offered the following:

RECOMMENDATIONS.

(1) That this association indorse the passage of a food and drug bill that limits the definition of a drug to those contained in the United States Pharmacopœia, also that the standard of purity and quality fixed by the Pharmacopœia shall be the only standard, and no deviation should be permitted.

(2.) That the work for the reduction of the tax on alcohol to 70 cents per gallon (Boutell Bill H. R. 9303) be continued with greater efforts.

(3.) That this association oppose the passage of the free denaturized alcohol bill (H. R. 9302) also all tax-free alcohol bills.

(4.) That the incoming committee on national legislation watch closely S. 1526. If an attempt is made to pass it that it be defeated.

(5.) This association should pass a strong resolution condemning the manufacture of serums by the national and State governments.

(6.) That the parcel post bill be defeated.

(7.) That this association work for the passage of the Naval Pharmacist Bill, and all bills that improve the rank and pay of the pharmacist in public service.

(8.) That H. R. 93, making the metric system of weights and measures the legal standard, be indorsed.

(9.) That this association place itself on record as to its position in regard to the printing of the formula on label of proprietary medicines, as contained in Webb Bill (H. R. 5437).

(10.) That an effort be made to have the mutilation of marks and numbers of trade-marked and copyright medicines a violation of the law.

(11.) That the work on the Mann Bill be continued with greater force.

(12.) That a strong resolution of thanks be passed thanking Congressman James R. Mann for his work on patent revision.

Charles Leedon, of Philadelphia, reported for the Committee on Form of Organization and recommended several minor changes in the constitution.

John J. Straw, of Chicago, succeeded in getting through a resolution instructing the Executive Committee to prepare in advance, in pamphlet form for the 1905 meeting, all reports of officers, chairmen of standing committees, etc. This is expected to greatly facilitate the business of the convention.

After a motion was passed authorizing the appointment of a special committee to prepare a budget of estimated expenses for the use of the Finance Committee the following day, the sitting was adjourned.

(By Telegraph.)

OPEN SESSION OF THE COMMITTEE ON FINANCE.

Wednesday Morning.

In place of a regular sitting of the association an open session of the Committee on Finance was held on Wednesday morning. The roll of the committee was called by Secretary Wooten, and the members took seats on the platform. The object of the meeting was stated by Chairman John I. Straw to be for the purpose of getting suggestions from the delegates regarding ways and means for increasing the income of the association. He read a statement of the expenditures for the past year and emphasized the importance of continuing the work of organization throughout the country regardless of cost. He then invited discussion.

A CO-OPERATIVE FIRE INSURANCE COMPANY PROPOSED.

F. H. Freerichs, of Cincinnati, proposed the incorporation of a fire insurance company with a capital of \$200,000 or entering into an agreement with some existing company which would agree to turn 10 per cent. of the premium money into the treasury of the association. By this plan it was proposed to make each organizer a canvasser for fire insurance. This proposition found a warm supporter in Herman Retzke, of St. Paul, who said it was the most promising plan for both increasing membership and the revenue of the association that had been yet proposed.

A STAMP TAX ON PROPRIETARY MEDICINES.

M. F. Breslin, of New Orleans, said his local association had earnestly considered the question of methods of raising

funds for the support of the national body, and they had reached the conclusion that the most fruitful source of revenue would be the imposition of a stamp of 1 per cent. on all proprietary medicines. This suggestion was vigorously combated by Wm. C. Anderson, of Brooklyn. He said he could not imagine what retail druggists could be thinking about. After fighting five years ago for the removal of the stamp tax on patent medicines they now proposed to reimpose it. The idea seemed ridiculous. More to the purpose in his opinion would be a clear declaration of the policy of the association, for then the men on the floor could go back to their constituents and insist upon the payment of annual dues of \$5 or even \$10. The question of dues would be settled when the policy of the association was settled. William Muir, of Brooklyn, urged the committee to take cognizance of what Dr. Anderson had said. The services of organizers would not be required if the association declared itself unequivocally for the contract plan.

F. B. Vincent, of Kansas City, said the question of finances would be solved if the association would solicit advertising for N. A. R. D. Notes, a proposition which was received coldly.

Charles Fleischman, of New Haven, warned the association in a very earnest manner against entering the field of journalism, for by doing so they would surely antagonize the regular drug journals, who had been helpful allies in the past.

The proposition which was received with most favor was that suggesting an increase in the annual dues from \$2 to \$4 for members of local associations.

Much oratory was wasted, but nothing definite accomplished at this open session beyond revealing the fact that the sentiment of the delegates was overwhelmingly in favor of increasing the dues.

(By Telegraph.)

FOURTH SITTING.

Thursday Morning.

A POWERFUL RECRUIT TO THE DIRECT CONTRACT PLAN.

The sitting opened with an address by F. W. Schumacher, of the Peruna Drug Company, who sprang a surprise on the delegates by announcing that his firm had voluntarily decided to adopt the serial numbering and direct contract plan. The plan would not, however, be introduced until the signatures of 30,000 druggists had been secured to the plan. This announcement was greeted with the most frantic applause.

A motion by Simon N. Jones to commend the action of the Peruna Drug Company was instantly adopted, and, in response to repeated calls, Dr. Hartman, the president of the company, took the platform. The very personification of benignity, cheerfulness and, withal, dignity, Dr. Hartman made a most pleasing impression. His appearance was the signal for an outbreak of party yells, the delegations from Boston and Pennsylvania leading. The cheering and applause were uproarious and long continued. When quiet was restored Dr. Hartman gave his own personal assurance of putting into effect the numbering and contract plan, and he said he hoped and believed that other manufacturers would soon follow suit.

REPORT OF THE TREASURER.

Treasurer C. F. Mann reported total receipts for the year of \$56,905.55, consisting of dues from State associations, \$2,420; organization fees, \$8,598.74, and donations, \$22,954.81. The disbursements for the same period amounted to \$60,724.30. The balance in the treasury was \$3,289.31; amount in Secretary's hands \$1,000, and a deposit of guaranty with the Hotel Epworth of \$500, leaving an actual balance of \$4,789.31.

ATTENDANCE.

Dr. Noel reported a total attendance of 775, made up of 274 accredited delegates, 24 alternates and 477 visitors.

FINANCIAL PROGRAMME.

The final report of the Committee on Finance was awaited with much interest. The work of the committee related to ways and means of raising revenues to meet the expenses of the association for the coming year. The estimated expenses for the year were put at \$78,750. This amount the committee

proposed to raise as follows: By organization, \$7,692.75; membership fees, \$42,000; back dues collectible, \$11,363.80; receipts from department of publicity, subscriptions and advertising in ante-convention number, \$8,000; State association dues, \$2,500. This made a total of \$71,556.55, which, with cash on hand of \$7,996.56, would bring up the total to \$79,553.11.

The report contained resolutions which were adopted with the report. As to soliciting advertising for N. A. R. D. Notes the committee reported the conclusion that such a departure from the established usage of the association was not feasible at this time. The fire insurance project was referred to the Executive Committee for more mature consideration. In the matter of accepting donations from proprietary firms, the resolution of the Executive Committee was heartily commended.

REPORT OF THE WASHINGTON PROMISE COMMITTEE.

Dr. V. Mott Pierce addressed the meeting at the invitation of the Chair. He reviewed the work of the Washington Promise Committee, and claimed Chicago as one of the places where a



C. L. Wright, of Webb City, Mo., President of the Webb City Retail Druggists' Association, and Dr. Joseph Noel, General Organizer of the N. A. R. D.

schedule had been adopted through their efforts. He said a number of manufacturers had asked him as their spokesman to place before a committee of the association a special serial numbering plan. Great cheering followed this announcement.

H. L. Kramer and A. H. Beardsley received honorable mention on the recommendation of the Executive Committee.

MAJOR KRAMER PRESENTS A NEW PLAN FOR RAISING MONEY FOR THE N. A. R. D.

Major H. L. Kramer came forward with a new and novel scheme to raise money for the association. He distributed 1,000 tickets, costing 25 cents each, which entitled the holder to a chance to win a capital prize of \$25,000 in a contest in which \$75,000 would be awarded in graded prizes to those who guessed nearest to the actual number of visitors to the St. Louis Purchase Exposition during the period in which it was open. All guesses would be credited by a system of numbering to the N. A. R. D., and coupons with guesses were to be sent to Secretary Wooten by the guessers.

JOHNSON & JOHNSON OFFER A PLAN.

Mr. Bransom, of Johnson & Johnson, was invited to the platform, and told the convention that he had presented to the Committee on Resolutions on behalf of his firm a new numbering plan to be confined at present to two articles, which will yield druggists a profit of 500 per cent. If the co-operation of the N. A. R. D. was secured, his firm would apply it to all products excepting articles like cotton, for which an open market existed.

A number of communications were read inviting the association to meet next year in various cities. One from Nashville, Tenn., was signed by the Governor, Mayor and other officers.

THE COMMITTEE ON RESOLUTIONS.

Following various announcements by the chairman of the local Committee of Entertainment, and addresses by representatives of manufacturers, Chairman Bodemann, of the Committee on Resolutions, presented a preliminary report. In this thanks were extended to retiring President Pritchard for his earnest, conscientious and able efforts in behalf of the retail trade during the past year. The sympathy of the association was tendered to him in the great bereavement he had suffered through the recent death of his wife. The direct contract and serial numbering plan was reported favorably, the following being the text of this resolution:

Resolved, That this convention again affirms the position of the National Association of Retail Druggists in favor of the direct contract and serial numbering plan.

Resolved, That we hereby express our heartfelt appreciation of the labor of those manufacturers who have already put the plan in effect as their method of marketing proprietaries.

Resolved, That as a result of the demonstration we are convinced of the power of this plan to rescue the drug trade from most deplorable existing conditions; and

Resolved, further, That because of the results accomplished we earnestly urge upon all proprietors who are sincerely interested in the cause of the retailer the desirability of adopting the direct contract and serial numbering plan.

The Executive Committee was authorized to adopt, if practicable, a national salesman's card.

THE USE OF TRADING STAMPS WAS CONDEMNED

as detrimental to the interests of the drug trade, and the efforts to secure the passage of anti-trading stamp laws in the various States were approved. The manufacturers of proprietary medicines who insert a clause in their advertising contracts with newspapers to prevent the advertising of their products at cut prices were commended. The Legislative Committee of the association was commended for its efforts to amend the patent law and reduce the tax on alcohol. Congressman Mann, of Illinois, was thanked for assistance rendered to the committee.

The Legislative Committee was instructed to act in conjunction with the committee of the National Association of Retail Grocers in efforts to secure a higher standard of pure food and drug laws. The report of the Resolutions Committee closed with votes of thanks to the retail druggists of St. Louis, the Meyer Bros. Drug Company, of St. Louis, and the Anheuser-Busch Brewing Company, for hospitalities extended.

(By Telegraph.)

FIFTH SITTING.

Thursday Afternoon.

Two representatives of the Sunday Rest Association were permitted to address the delegates, and spoke in favor of a more general observance of the American Sabbath, and resolutions in favor of this were adopted.

SEARLE & HERETH'S METHOD OF PRICE PROTECTION.

J. Leyden White, better known as Joel Blanc, gave an earnest and effective talk on Methods of Price Regulation. Frank L. A. Gauss, of Searle & Hereth, described the policy of his house with regard to the distribution of goods. The products of Searle & Hereth are not sold directly to physicians. Other speeches were made by Messrs. Kramer, Somerville and Cobb, after which the Committee on Resolutions submitted the following supplementary report:

Whereas, This committee is thoroughly convinced of the sincere efforts of the several proprietors who appeared before this association at its convention in Washington, one year ago, with an announcement of a plan by which they proposed, individually, to endeavor to improve trade conditions.

Be it Resolved, That this association extends the thanks of its members to the said proprietors in recognition of their earnest endeavors and valuable services during the past year.

Resolved, That Resolution "C" adopted at the Cleveland convention be, and the same is hereby, repealed.

We recommend that the requests of several manufacturers for the establishment of Class "D" to include those proprietors who manufacture pharmaceuticals, surgical supplies, plasters and similar products, and who, acting in accordance with what they deem the highest interests of the trade refuse their products to those whose names appear on the list issued by the manufacturers of proprietaries as price cutters of proprietary preparations, be referred to the Executive Committee with power to do whatever it deems practicable in the matter.

Your committee, to which was referred the following resolution regarding the marketing of pharmaceutical preparations, begs leave to return the resolution to the convention with the recommendation that it be not adopted. This is text of the resolution referred to:

Resolved, That it is not only the policy of the N. A. R. D., but it is to the best interests of the retail druggist, and for his own protection, to cease making preferred accounts with pharmaceutical manufacturers, and to purchase his supplies in this line through the jobber, favoring the manufacturers who market their goods on the "tripartite plan," and get a discount which enables the retailer to purchase these goods from the jobber and to sell to the physician at the same profit that he makes when purchasing direct and on a preferred customer basis.

Whereas, It appears that a number of pharmaceutical houses make a practice of selling their goods to physicians; and,

Whereas, We deem it desirable to establish conditions under which pharmaceutical houses shall recognize the retail druggist as the legitimate distributor of their goods; therefore, be it

Resolved, That the question of obtaining this result be referred to the Executive Committee to adopt such plans as said committee may deem desirable.

REPORT ON LEGISLATION.

The committee to which was referred the report of the Standing Committee on Pharmacy Laws, commends the recommendations concerning interchange of certificates, qualifications for membership on State Boards of Pharmacy, re-registration, and other suggestions to the consideration of the druggists of the various States affiliated with this association.

The committee stated that it was pleased to direct the attention of the association to the evidences of a mutual spirit of co-operation between retailers, jobbers and manufacturers as contained in the report of the Committee on Fraternal and Commercial Relations.

CHANGES IN BY-LAWS.

The committee to which was referred the report of the Committee on Form of Organization, recommending certain changes in the constitution and by-laws of the association, returned this report to the association with the recommendation that the changes be adopted:

The changes above referred to are as follows:

Your Committee on Form of Organization recommends the following changes in the constitution of the association:

We recommend that Article III.—membership—be amended in Section I so that Section I of Article III shall read as follows:

"This association shall be composed of its officers, Executive Committee and delegates from subordinate associations of Retail Druggists."

We recommend that the following new article be amended to the present constitution, to be known as Article IV.

"Section 1.—The Executive Committee of this association shall have original and appellate jurisdiction in all affairs pertaining to its interests.

"Section 2.—All subordinate associations, when affiliated with the National Association of Retail Druggists, shall by that act subscribe to this constitution and by-laws."

We recommend that Section 5 of Article V of the present constitution be amended to read as follows:

"Section 5.—The Executive Committee of this association shall have charge of all business, with full authority to act in the interim between meetings of the association."

In accordance with the foregoing, the necessary transposition and renumbering of sections of the constitution and by-laws were made. After the adoption of the report and the transaction of sundry business of minor importance the sitting was adjourned.

(By Telegraph.)

SIXTH SITTING.

Friday Morning.

The final sitting was held in Missouri Hall, in the Exposition grounds, on Friday at 10.30 a.m. The election of officers at that sitting resulted as follows: President, Thomas Voegeli, Minneapolis, Minn.; vice-presidents, Charles R. Judge, St. Louis,



Charles Reh fuss, Philadelphia, Member of the Executive Committee; J. C. Gallagher, Jersey City, Member of the Committee on National Legislation, and J. A. Lockie, Buffalo, Member of the Executive Committee.

Mo.; Otto A. Bastian, South Bend, Ind.; F. A. Snow, Topeka, Kan.; secretary, T. V. Wooten, Chicago; treasurer, Chas. F. Mann, Detroit, Mich.

Executive Committee: Simon N. Jones, Louisville, Ky.; Charles Reh fuss, Philadelphia; M. T. Breslin, New Orleans; J. A. Lockie, Buffalo, N. Y.; L. C. Hopp, Cleveland, Ohio, and W. D. Wheeler, Boston, Mass.

DIRECT CONTRACT PLAN ADOPTED FOR PAINE'S CELERY COMPOUND, ETC.

A letter from Wells, Richardson & Co., Burlington, Vt., read by Simon N. Jones just prior to the election of officers in Missouri Hall, Friday morning, announced that the firm had decided to immediately introduce the serial numbering and direct contract plan on Paine's Celery Compound, Kidney Wort Tablets and Lactated Food. The announcement was received with vociferous applause and the action of the firm strongly commended.

Additional resolutions submitted by the Committee on Resolutions were adopted, as follows: Recommend steps to be taken by local associations to install slot telephones in retail pharmacies. The decision of Johnson & Johnson to market certain of their products under a price protective plan was commended and referred to the Executive Committee.

OTHER PROPRIETORS ADOPT DIRECT CONTRACT PLAN.

The Dr. Kilmer Medicine Company, Paris Medicine Company, Dr. Shoop Medicine Company, Piso Medicine Company, World's Dispensary Medical Association, which announced their decision to adopt a limited form of direct contract plan to protect their goods so far as the jobber was concerned, were commended.

LONDON LETTER.

Prospects Bright for Duty Free Alcohol—The New Test for Arsenic—Pure Food and Drug Acts Weigh Heavily on Pharmacists—A New Plan of Territorial Representation on the Council of the Pharmaceutical Society—James F. Tocher, One of the Remarkable Men of British Pharmacy.

(From our Regular Correspondent.)

London, October 1, 1904.—The Government Inquiry into the question of duty-free alcohol for technical and industrial purposes is practically *un fait accompli*. That is to say, the committee is appointed and a thorough inquiry is at least guaranteed. The members selected by the Chancellor of the Exchequer to serve on the committee are good men all and the subject is sure to be exhaustively sifted. The Government members are Sir Henry Primrose (who is chairman of the Board of Inland Revenue), Dr. William Somerville (assistant secretary of the Board of Agriculture) and Dr. T. E. Thorpe, chief of the Government laboratories. The unofficial members of the committee include Hon. John W. E. D. Scott-Montagu, Member of Parliament, and one of the leading advocates for a cheap spirit for motive power. Mr. Scott-Montagu is an enthusiastic motorist and his influence is said to have largely brought about the Inquiry, motorists being more powerful than chemical manufacturers in this country. The distillers' interests are to be looked after by Lothian D. Nicholson, chairman of the London Distillers' Association, and chemical manufacturers are represented by the irrepressible Thomas Tyrer.

The death of William Weightman, of Powers & Weightman of Philadelphia, has been the subject of many newspaper paragraphs in this country. The fact that Mr. Weightman was born at Grimsby, Lincolnshire, and had amassed such a large fortune, whetted the appetite of cheap journalism for sensation, and particulars, more or less accurate, appeared concerning the "Quinine King" in nearly every newspaper in the land. The general idea appeared to prevail that the late millionaire acquired the bulk of his fortune during the American civil war and in the period during which quinine was protected in America by a 20 per cent. import duty. Quinine is thus credited with being a commodity for the making of millionaires, and little is made of the fact that Mr. Weightman's real estate interests were the real foundation of his enormous fortune, and the manufacture of quinine was probably but an incident in a successful business career. However, a picturesque incident dies hard, and Mrs. Walker, the millionaire's heiress and only remaining child, has been handed down to posterity by "smart" British journalism as the "Quinine Queen."

THE BEST TEST FOR ARSENIC.

A year or two ago an "arsenic in food" scare swept over the country. Public analysts, keen in the desire for public duty (and fame), discovered traces of arsenic in everything almost, edible or potable. The scare began at Manchester, where several persons died from alcohol neuritis after drinking excessive quantities of beer. An investigation showed that the beer was made with glucose, in the preparation of which impure sulphuric acid had been used. Appreciable quantities of arsenic (presumably obtained from the pyrites from which the sulphuric acid was made) were discovered in the beer, and technical chemists wrangled at chemical societies, at societies of chemical industry and at other scientific gatherings, over the best test for the detection of arsenic in food. Each chemical expert thought *his* test the best, and followers of Marsh-Berzelius said hard things about the disciples of Gutzeit. The question, like most questions in which "experts" are concerned, was never satisfactorily settled and the "arsenic scare" has gradually died out or has been replaced by "lead."

As an outcome of the "scare," however, a royal commission was appointed to investigate arsenical poisoning. Among the

suggestions put forward by this commission in their final report was one advising the General Medical Council (the body charged with the compilation of the British Pharmacopœia) to investigate the tests prescribed in the Pharmacopœia for the detection of arsenic in drugs. The council, acting on this suggestion, handed over the investigation to two Government chemists of repute, who have now reported. The investigators were asked to draw up suitable monographs and give tests that could be easily and readily applied without complicated apparatus by a pharmacist. As a result, the Marsh-Berzelius test, although found to be the most delicate, is condemned on account of the complicated apparatus and constant attention to reagents required. The test suggested as most suitable for general use is that proposed by Mayençon and Bergeret, which depends upon the production by arseniuretted hydrogen of a stain on paper soaked in mercuric chloride. The limit of arsenic proposed is three parts per million for all B. P. drugs except tartaric and citric acids, the mineral acids and ammonia. It is pointed out that citric and tartaric acids are largely used in foods and drinks; therefore a higher limit (1.07 of arsenic per million) is suggested, 3-10 of one part of arsenic in a million being the limit for sulphuric, hydrochloric and nitric acids, and 1-10 of one part of arsenic per million for solution of ammonia. A monograph describing minutely the proposed methods of testing has been drawn up with the idea of replacing the present remarks concerning "Arsenicum" in the Pharmacopœia.

PURE FOOD AND DRUG PROSECUTIONS.

In connection with the testing of drugs, the enforcement of the Adulteration Acts—called the Sale of Food and Drugs Acts—is becoming stricter every year. It is a grievance with pharmacists that public analysts all over the country are prone to encourage the collection of unimportant and out-of-the-way drugs, with a view to obtaining convictions against traders, who sell these in all good faith. Moreover, it is contended, and not without reason, that inspectors trap chemists into sales of well recognized commercial varieties of medicines with the object of securing prosecutions. Such things as "mercurial ointment," "magnesia," "carbonate of soda," and so forth, are taken. The general public, as chemists point out, have been from time immemorial almost in the habit of getting the mercurial ointment of the British Pharmacopœia diluted with lard (to avoid salivation for ordinary use) when "mercurial ointment" is asked for; and, moreover, it is the diluted ointment the public wants. In like manner, carbonate of magnesia and bicarbonate of soda are intended, and supplied, when "magnesia" or "carbonate of soda" are called for.

But a high court decision of a few years ago in connection with mercurial ointment laid down the dictum that when an article included in the Pharmacopœia is asked for from a chemist the purchaser is *prima facie* entitled to be supplied with the B. P. article. Carried to a logical conclusion this, of course, is capable of many absurdities, and although it has been pointed out to magistrates all over the country that the British Pharmacopœia was never intended as a legal standard for commercial drugs (and the high authority of Prof. John Attfield, who was for many years editor of the Pharmacopœia, quoted to prove this), the magistrates have found the "Mercurial Ointment" decision so convenient to rely upon that convictions have almost invariably followed, unless the B. P. quality is supplied. Zealous food and drug inspectors and ardent public analysts have not been slow to take advantage of this and the harassed chemist never knows for what he is to be pounced upon next. The latest prosecutions in London occurred last week, pepsin being the drug selected. In two instances chemists sold a soluble preparation of pepsin made by the irreproachable firm of Allen & Hanburys, and because the pepsin supplied was not of the B. P. strength the poor chemists were held up as "awful examples" and "let off" with a fine of 5 shillings each—and analyst's expenses. This was the first "pepsin" prosecution, and evidence was given that the soluble form supplied by the defendant chemist had been sold, and appreciated, by the public and by physicians for nearly thirty years.

A DRUGGIST STATISTICIAN.

The scheme of "territorial representation" for the election of councillors to the Pharmaceutical Parliament, which the genius of James F. Tocher and the fostering care of the Federation of Chemists' Associations have made an important factor in pharmaceutical politics, is likely to stay in spite of the official frigidity with which it is received. At the British Pharmaceutical Conference at Bristol last year Mr. Tocher unfolded an elaborate scheme, which stamps him at once as a scientific statistician of eminence. He showed that the present mode of haphazard election results in the same class of men being sent to the council year by year. The council election arouses no interest. He proposed, therefore, to divide the country into 21 constituencies, with one member each, seven being elected annually. The country would thus be divided into districts and the members in each district would return a member, according to the Parliamentary system. He illustrated his paper by tables showing numerical strength of members of the society in each district, the number of registered chemists, and so on. He drew a frequency polygon, showing the variation in the magnitude (numerically) of Parliamentary constituencies in Great Britain; a normal curve of frequency, with a standard deviation, equal to that found in Parliamentary constituencies, and a normal curve of frequency with a standard deviation equal to that found in the proposed pharmaceutical districts. He demonstrated with carefully drawn, elaborately shaded maps, the divisions of the country which he proposed, and wound up by showing where under-representation and over-representation took place.

His scheme—as a scheme—was universally applauded and admired; but the question of putting his ideas into practical shape is not yet agreed upon. Officialdom, of course, does not like it; but there have been many cogent criticisms derogatory to its efficiency from thinking outsiders. As a matter of fact, the idea appears to be prevalent that the "scheme" is not seriously regarded by the author himself, except as an incident in his statistical course of study. For Mr. Tocher is one of the remarkable men of British pharmacy. The owner of a successful business in a little town on the northeast coast of Scotland, he has yet managed to become a Fellow of the Chemical Society, a Fellow of the Institute of Chemistry and a member of many of the most learned societies in the land. He is, besides being an expert and original pharmacist, a chemist of more than local repute, his mathematical capacities are brilliantly demonstrated in the scheme just mentioned and he is an anthropologist of national celebrity. This is a fairly long list for a country pharmacist who is not yet forty, but Mr. Tocher is as remarkable for his modesty as for his other qualities, and he works as only enthusiasts can, for the love and intellectual pleasure of the task.

There have been several deaths of notable men during the past few weeks. A well-known pharmacist died at Edinburgh recently, Adam Gibson, of Pinkerton, Gibson & Co. Mr. Gibson was a genuine pharmacist. He was for many years an examiner at the Edinburgh center of the Pharmaceutical Society and did much good work for pharmacy in an unostentatious manner. James Charles Sawyer, who died at Brighton, was an authority on the eucalyptus. Sir Henry Cochrane, Bart., who died at Wicklow last week, was managing director of Cantrell & Cochrane (Limited), mineral water manufacturers, Dublin and Belfast, and a director of Thacker & Hoffe (Limited), wholesale druggists, Dublin. Cantrell & Cochrane are makers of Belfast ginger ale, a beverage probably as well known across the Atlantic as in this country. Sir Henry took a keen interest in municipal and public matters. He was knighted by Queen Victoria and last year was created a baronet shortly after King Edward had visited Ireland.

An Opportunity in Brazil for a Young Man.

A young unmarried man is wanted to take charge of the office of a resident American agent in Rio de Janeiro. One with a knowledge of druggists' sundries and of the Portuguese

language is preferred. A suitable young man will be paid a salary of \$100 per month and given a free passage. Applicants are invited to send full particulars to the Foreign Department of the AMERICAN DRUGGIST, 66 West Broadway, New York.

Chloroformed and Glycerinated Vaccine.

The latest report of the London Local Government Board's Medical Department is an important contribution to bacteriological knowledge. It covers the work in 1902-03, and embraces one or two investigations of which mention is made in the *British and Colonial Druggist*. Research carried out by Dr. Alan Green would suggest the possibility of glycerinated vaccine being supplanted in a measure by the chloroformed article. Dr. Green finds that by passing chloroform vapor through an emulsion of vaccine pulp in distilled water crude calf vaccine can as matter of routine be freed from concomitant extraneous bacteria in so short a time as six hours; and he notes that vaccines thus prepared have in the hands of vaccinators yielded, uniformly, "case" and "insertion" success at least equal to that afforded by vaccine treated in customary fashion by glycerin. The advantage that Dr. Green's chloroform process would seem to promise is availability of vaccine for issue immediately almost on its collection from the calf. Thus, should expectations of this chloroform process (whether alone or in conjunction with glycerin) be realized, those urgent demands for large quantities of lymph which arise suddenly during smallpox epidemics may be in future satisfied within two weeks from the date of vaccination of the necessary calves, instead of, as now, not until lapse of double or treble that period. Meanwhile no opportunity has been lost by the board's staff of perfecting the glycerin method of preparing lymph upon which we have so far been relying.

Resulting from an inquiry initiated by Dr. F. R. Blaxall on glycerin as a germicide, an explanation is offered as to why glycerinated lymphs tend to deteriorate after issue in hot weather. That glycerin in suitable proportion serves as a useful eliminator of the extraneous micro-organisms present in calf lymph is well known. But this germicidal action of glycerin shows a great variation according to the circumstances in which the glycerinated emulsion of lymph is placed. Thus, part of a glycerinated emulsion stored in one way may show elimination of the extraneous organisms practically complete in a few days or a week, whereas another portion of the same emulsion stored for a like time in another way may show no diminution in the number of extraneous micro-organisms compared with the original number at the time of mixing. That circumstance which has most influence in this way is the temperature at which the emulsion is stored. Glycerin, in fact, has no germicidal action of itself, but in conjunction with heat it is a powerful germicide, and this action varies directly with the temperature. This germicidal action of glycerin in conjunction with heat upon the extraneous micro-organisms of lymph is faithfully reflected on its effect upon the specific organism of lymph, though this is affected much more slowly and in less degree than the commoner bacteria. But, other things being equal, the duration of the potency of a lymph in emulsion with glycerin diminishes with increase of temperature at which it is stored, and increases with the lowering of the temperature. Thus, as Lemoine showed, if a glycerinated emulsion of lymph be exposed to a temperature of 37 degrees C. or 42 degrees C. for two or three days, the extraneous micro-organisms may be completely eliminated; but at the same time the potency of the specific organism may be destroyed or seriously impaired. And the converse is true. At low temperatures, below 10 degrees C., the specific organism suffers hardly at all for months, but there also will be practically no diminution in the number of extraneous micro-organisms. The explanation seems to be that at the higher temperatures the extraneous micro-organisms commence, or attempt to commence, to proliferate, and the specific organism also, though in a less degree, and in this condition organisms are less resistant; at low temperatures there is no such incitement to growth and the organisms remain quiescent, and so more resistant.

THE N. W. D. A. MEETING.

Programme of the Meeting—Large Attendance Expected—All Will Be Given an Enthusiastic Welcome.

(From our Regular Correspondent.)

New Orleans, La., October 10.—The coming convention of the National Wholesale Druggists' Association is attracting much attention. Local druggists are busy preparing for their many guests and generally an air of bustle and liveliness prevails. Indications are that this convention will be one of the largest ever held. Wholesalers here say they believe the attendance will be equal to, if it does not exceed, that at Boston last year. It is expected about 300 druggists and about 300 ladies will be here for the annual meeting. Arrangements for the entertainment of the ladies and delegates have been made and the programme mapped out will be carried out to the letter. The convention will open Monday, November 14—that is, it will begin that day. The first business session, however, will not be held until the morning of November 15.

The programme reproduced below will give the delegates an idea of the arrangements made. All delegates and the ladies will be accommodated at the St. Charles Hotel, arrangements having been made with the management of this house to accommodate them.

The programme follows:

First Day—Monday, November 14.

11 a.m., ride to Audubon Park, visit to Horticultural Hall, etc. Afternoon tea, St. Charles Hotel. 8 p.m., smoker, Y. M. G. C.

Second Day—Tuesday, November 15.

9.30 a.m., first session N. W. D. A., St. Charles Hotel Assembly Hall. 2 p.m., second session N. W. D. A. 10 a.m., New Orleans from a trolley car, for the ladies 9 p.m., reception by President Shoemaker, St. Charles Hotel Palm Garden.

Third Day—Wednesday, November 16.

9.30 a.m., third session N. W. D. A. 2 p.m., fourth session N. W. D. A. 10 a.m., jaunt through French town, including visit to old French Market, Spanish Cabildo, old Cathedral, etc. 8 p.m., theater party, Tulane Theater.

Fourth Day—Thursday, November 17.

9.30 a.m., fifth session N. W. D. A. 2 p.m., carriage drive through city parks, etc. 8 p.m., card party for ladies, St. Charles Hotel. 7.30 p.m., banquet

Fifth Day—Friday, November 18.

10 a.m., excursion on the Mississippi River to Ellington Sugar Plantation, showing the process of sugar making, illustration of plantation life, singing of plantation melodies, etc. Luncheon will be served on board the steamer. 8 p.m., installation of officers at St. Charles Hotel.

Sixth Day—Saturday, November 19.

This day will be left open for the arrangement of individual trips to Gulf Coast points, Chalmette Battle Ground (battle of New Orleans, 1815), old Spanish fort, etc., according to the wishes of the visitors. Cards will be issued to New Orleans clubs.

Registered in Illinois.

The Illinois State Board of Pharmacy has announced the list of successful applicants who passed the examination recently held by the board in Chicago. It is as follows:

Registered Pharmacists—Guy S. Albright, James A. Anderson, Frank J. Dubsky, John F. Hartig, Wallace N. Key, Wesley A. Martin, Lee N. Merg, C. D. McClenahan, Robert Newsome, Lewis J. Madherny, Joseph Pellettieri, Julius Runkel, John Y. Ryder, Chester A. Sanskiewicz, H. M. Schalmers, Emma Weltersdorf, Edmund J. Wolta, all of Chicago; Frank A. Blue, Rockford; Thomas A. Gullick, Champaign; M. A. Johnson, Mattoon; James M. Pillers, Pinckneyville; G. C. Speetzen, Rock Island; L. C. Valentine, Greenfield; Jesse E. Wilkinson, Hebron; A. M. Wuller, Belleville.

Assistant Pharmacists—Adolph R. Caron, Franklin H. Haney, Raymond M. Hards, Chas. L. Higgins, Frank E. Krueger, Zoruch Maniewies, S. R. Pattison, Thomas G. Pocock, Edgar A. Ridgely, Charles Reuben, Joel R. Wilson, David Zamentowsky, all of Chicago; Harry B. Kerstine, Ashley; Julius M. Pasold, Philadelphia, Pa.; Fred A. Wade, Champaign.

Registered Pharmacists, Time Service—Ernest E. Frohm, J. C. Gronvold, Zeremiah A. Haynes, Joseph E. Kavat, Otto A. Kreml, A. E. Machowski, Robert Newman, William Swoboda, Maurice A. Train, all of Chicago; Charles E. Hathaway, Savannah; John W. Layton, Potomac.

SELLERS OF SUBSTITUTES ARRESTED.

Ten Thousand Dollars' Worth of Synthetics Seized—Some Five Thousand Names in the Hands of the Prosecution.

The extensive operations of a gang of alleged counterfeiters of proprietary medicines were brought to light by the arrest in this city the other day of Howard E. Wooten, of 152 West Eighty-fourth street, and Charles B. Cooper, of 149 East Fifteenth street. The medicines, it is charged, were sold under false labels all over the country. Detectives broke into the apartment of Wooten and seized a van load of stuff. A raid was also made on the drug store of Max Weiss, at 495 Columbus avenue, and a wagon load of suspected drugs was taken from the cellar. Weiss, however, was not arrested. He said the drugs belonged to Wooten, who paid him \$5 a month for the privilege of storing them there. The rooms of the detective bureau were piled high with thousands of packages taken from the flats of Wooten and Cooper and from the store of Weiss. Among the articles seized in Wooten's flat were his check books, sales books, letters and papers of all kinds. From these the names of druggists he had been dealing with were learned.

The operations have been carried on under several names, as the German Drug Company, the Acme Drug Company, the Globe Drug Company or the Standard Drug Company. They never gave any business address, but operated through post office boxes.

Following is the list of drugs which it is alleged were counterfeited by Wooten, both as to the preparations and the labels and boxes. The letters represent the code by which they were to be ordered:

Order by letter only.
 AA—Aspirine "Schering," 1 oz. envelopes.
 SS—Lactophenol "Schering," 1 oz. cartons.
 O—Thiocol "Schering," 1 oz. bottles.
 U—Aristol "Bayer," oz. cartons (see Thymodol-Bader and Iodothymol).
 Q—Benzosol "Hoff. La Roche," 1 oz. envelopes.
 T—Creosote Carb. "Von Heyden," 1 oz., 4 oz., 8 oz. and 16 oz. bottles.
 Y—Chloralamid "Schering," 1 oz. cartons.
 P—Duotal "Von Heyden," oz. envelope or bottle.
 PP—Guaiacol Carbonate "Hoff. La Roche," 1 oz. envelopes.
 G—Iodothymol (Aristol), 1 oz. bottles.
 R—Ichthyol "Ichthyol Co." 1 lb. tins.
 X—Orphol "Von Heyden," 1 oz. bottles.
 F—Paracetphenetidine "Merck's" (Phenacetine), lb. cartons.
 FM—Paracetphenetidine "Merck's," 1 oz. cartons.
 A—Phenacetine "Bayer," oz. cartons.
 B—Phenacetine "Bayer," lb. cartons.
 FF—Phenacetine "Riedel," 1 lb. cartons.
 W—Salipyrine "Hoffman La Roche," 1 oz. cartons.
 E—Salol "Merck or Von Heyden," 1 lb. cartons.
 C—Sulphonal "Bayer," 1 oz., 2 oz., 4 oz., 8 oz. and 16 oz. cartons.
 Z—Salophen "Bayer," 1 oz. cartons.
 D—Trional "Bayer," 1 oz., 2 oz., 4 oz., 8 oz. and 16 oz. cartons.
 DD—Trioline (Trional), 1 oz. cartons.
 DDD—Trional (Methylsulfonyl), "Hoffman La Roche," 1 oz. cartons.
 H—Thymodol-Bader (Aristol), 1 oz. cartons.
 Y—Tannalbin "Hoffman La Roche," 1 oz. cartons.
 S—Urotropin "Merck" (Formin), 1 oz. bottles.

The prosecutions are being carried on by the attorney of the Farbenfabriken Company, proprietor of the rights for the United States of phenacetin, sulphonal, aristol, etc. It will be seen that the dealers mainly offered goods of other makers, who have no patent protection in this country, in lieu of the goods of the Farbenfabriken Company, which controls a copyright on the names and a patent on the products in the United States. The newspaper reports state that instead of selling the genuine products offered in the above list the dealers furnished to customers spurious goods.

Albany College Opens.

Exercises of a formal nature, which included an address by Dr. Andrew V. V. Raymond, chancellor of Union University, marked the opening of the Albany College of Pharmacy at Alumni Hall, in the Albany Medical College Building, on October 3. This is the 23d session of the college, and an attendance that exceeds by a very large number the attendance of former years will make the session notable. Dr. Willis G. Tucker, dean of the college, presided over the exercises. Dr. Tucker made brief remarks, and Professor Theodore J. Bradley, secretary of the college, made a number of announcements and gave several notices.

Obituary.

GEO. F. KELLOGG.

George F. Kellogg, long identified with the wholesale trade of Boston, died at his summer residence at Egypt, of heart disease, after a brief illness, on October 7. Mr. Kellogg was a native of Littleton, N. H., and was born July 25, 1851. He came to Boston when 18, entering the employ of George C. Goodwin & Co., then on Hanover street, remaining with the firm over 30 years. On the formation of the Eastern Drug Company he became secretary of the corporation, retaining this position up to the time of his death. He filled the various positions intrusted to his care with rare credit and skill and was uniformly kind and courteous to those with whom he came in contact. He resided in Brookline, where he was a trustee and treasurer of St. Mark's Methodist Episcopal Church Society. He belonged to the Boston Art Club, the Knights of Honor and the Boston Druggists' Association, representing the latter organization at the time of his death upon the Boston Associated Board of Trade. A widow survives him. The funeral took place Monday, the store of the Eastern Drug Company being closed all day.

DIED.

ARMSTRONG.—In Henderssonville, Pa., on Saturday, September 24, Lloyd F. Armstrong, in the thirty-fourth year of his age.

AUSTIN.—In Knoxville, Tenn., on Monday, August 29, W. B. Austin, in the thirty-ninth year of his age.

BRADLEY.—In Denver, Col., on Saturday, September 10, Herbert N. Bradley, of New York, in the fifty-ninth year of his age.

DAUGHERTY.—In Onslow, Iowa, on Thursday, September 1, A. E. Daugherty.

DIECKMANN.—In St. Louis, Mo., on Sunday, September 25, Louis Dieckmann, in the seventy-second year of his age.

FRALEIGH.—In Toronto, Canada, on Friday, August 19, Dr. W. S. Fraleigh, in the fiftieth year of his age.

GOODLOE.—In Mobile, Ala., on Wednesday, October 5, T. Hal Goodloe, in the twenty-fifth year of his age.

HAGAN.—In El Paso, Texas, on Friday, September 30, E. Miles Hagan, of Louisville, Ky., in the twenty-eighth year of his age.

JENKINS.—In Montgomery, Ala., on Monday, October 3, Henry V. Jenkins, in the thirtieth year of his age.

LEMLY.—In Jackson, Miss., on Monday, August 29, Dr. Byron Lemly.

LOWE.—In Oldtown, Maine, on Saturday, September 24, Charles A. Lowe, in the forty-first year of his age.

MCGILL.—In Washington, D. C., on Wednesday, September 28, Armstead R. McGill, in the twenty-fifth year of his age.

NEAT.—In New Albany, Ind., on Monday, September 5, Addis E. Neat, of the firm of Peter-Neat-Richardson Drug Company, in the fifty-fourth year of his age.

NOWELL.—In Boston, Mass., on Friday, September 30, William F. Nowell, in the sixty-sixth year of his age.

O'CONNOR.—In New York, on Tuesday, October 4, Martin O'Connor, in the thirty-seventh year of his age.

RENSHAW.—In Tamaqua, Pa., on Thursday, September 29, Thomas W. Renshaw, in the sixty-ninth year of his age.

REULE.—In Kansas City, Mo., on Friday, September 9, John Reule, in the forty-fourth year of his age.

SERGEANT.—In Westchester, Pa., on Wednesday, September 28, Jackson Sergeant, in the seventieth year of his age.

STAUFF.—In Baltimore, Md., on Thursday, September 8, John Stauff, in the fifty-second year of his age.

SHINE.—In Clifton Springs, N. Y., on Friday, September 2, R. Edgar Shine, in the forty-fifth year of his age.

TREUFEL.—In Eatontown, N. J., on Friday, August 26, Adolph G. Treupel, in the fifty-fifth year of his age.

WYMAN.—In Boston, Mass., on Thursday, September 29, Arthur D. Wyman.

Greater New York News.

Charles D. Messinger, a druggist at 830 Second avenue, was married recently to Miss Clara Steckler.

Assistant Cashier Brunn, of Parke, Davis & Co., has gone to Europe to visit his old home in Norway.

Hans L. Peterson, a druggist of 2240 Seventh avenue, has filed a petition in bankruptcy, with liabilities \$4219 and assets \$242.

A. B. Mitchell, manager of the local branch of Hann Bros. & White, has returned from a short sojourn in Boston, his former home.

Louis Rothenberg, a well-known druggist at Long Branch, has filed a petition in bankruptcy, with liabilities of \$6,819.23 and no assets.

P. T. Hahman and wife, of the Hahman Drug Company, Santa Rosa, Cal., were guests of Col. E. W. Fitch at the Drug Club recently.

Mr. and Mrs. Gustavus Balser announce the marriage of their daughter, Anna Antoinette, to Wray Bentley France, on Wednesday, October 12.

The next regular examination of the Eastern Branch of the State Board of Pharmacy will be held on Wednesday of this week at the New York College of Pharmacy.

W. J. Leary and F. P. Wornlich, representatives of Parke, Davis & Co. in Florida, spent a short time here recently on their return from a visit to the company's plant at Detroit.

General Manager Swift, of Parke, Davis & Co., spent a few days in this city last week. George Burrows, Schieffelin's traveling representative in New England, was also in town for a few days.

In the United States District Court Judge Holt has discharged from bankruptcy William Kenzel, who did business as the Kenzel Mfg. Company, toilet preparations, at 88 Maiden lane.

The San Francisco representative of Magnus & Lauer, Louis R. Levy, spent a few days here recently. The firm has just issued a new and complete wholesale price list of its various products.

Mark De Witt Benjamin, of the drug firm of M. F. Benjamin's Sons, and Miss Nan Lindsay Pattison, of Brooklyn, will be married at the Pouch Mansion, 345 Clinton avenue, Brooklyn, on October 26 at 8.30 p.m.

T. P. Kerwin, a druggist of New Rochelle, has filed a petition in bankruptcy; liabilities are placed at \$18,596 and assets \$3813. Charles J. Dunlan has been appointed receiver. The National City Bank of New Rochelle is the largest creditor.

Thieves have honored a number of druggists with rather expensive visits recently. The store of Marlborough Hall, at 1322 Broadway, was robbed of about \$100 worth of goods of various kinds. The store of J. N. Hegeman & Co., at 793 Broadway, was also robbed of \$65 in cash.

The Board of Aldermen of Paterson, N. J., has decided to continue the method of purchasing drugs for the city poor and having a druggist at the City Hall to make up prescriptions. City Physician Van Noort will make out a schedule and invite bids from local and out-of-town druggists.

A petition in bankruptcy has been filed by C. B. Kraft, a druggist at 1229 Franklin avenue, Bronx. His liabilities are given as \$477 and nominal assets \$1320, consisting of stock, \$450; fixtures, \$600; accounts, \$49, and life insurance, \$230. William D. Brush has been appointed receiver.

El. Castka, of First avenue and Seventy-third street, has been nominated for the Assembly by the Republicans of the Twenty-sixth District. Mr. Castka clerked for Dr. E. Shevelk for some 16 years in the same store which he now owns and purchased about two years ago.

Young Dr. Henry Carey, formerly proprietor of the old Carey Pharmacy, at Thirtieth street and Second avenue, is the

Republican nominee for Congress in the Twelfth Congressional District. Dr. Carey was born and reared in this district and has a very large personal following.

The protest of Euler & Robeson, of this city, against the action of the Collector of the Port in assessing an importation of muguet pomade at 25 per cent. ad valorem, as a combination of essential oils, has been overruled by the Board of United States General Appraisers. The importers claimed the goods were entitled to free entry as "enfleuraged pomade."

The Brooklyn College of Pharmacy has begun its college year with the largest junior class in its history, 196 students having matriculated. The New York College of Pharmacy opened with a junior class of 231 students. The senior class numbers 183. The Prerequisite Clause, which takes effect on January 1, is believed to be chiefly responsible for the heavy matriculation.

Several members of the Manhattan Pharmaceutical Association have tendered their resignations on account of the action taken by the members present at the last meeting on the new carbolic acid ordinance. The members—about 18 or 20 were present—indorsed the Health Department's action, thereby committing the association. Members who have resigned contend that so important a matter should have been submitted to all members of the association for a vote.

The Wholesale Drug Trade Bowling Association held its annual meeting recently at the Drug Club. Prior to the meeting an enjoyable dinner was served. Two new teams, one of Merck & Co. and the other of Lazell, Dalley & Co., were enrolled at the meeting. The following officers were elected for the ensuing year: W. A. Hamann, of the Roessler & Hasslacher Chemical Company, president; Arthur C. Saunders, of the National Lead Company, vice-president; Charles E. Meek, of the National Association of Credit Men, secretary, and W. J. Carr, of Parke, Davis & Co., treasurer.

Charles Edwards, after an engagement of 14 years with Gilpin, Langdon & Co., Baltimore, severed his connection to go with Johnson & Johnson, October 1, to look after their interest in the retail trade in Brooklyn and Long Island. This opening came about chiefly through the death of James H. Rogers, which necessitated a change in their representatives in and about New York City. Mr. Edwards will not be a stranger among the trade in soliciting trade for Johnson & Johnson, as his work for Gilpin, Langdon & Co. brought him in frequent touch with the retail trade in his future territory. Mr. Edwards begins his new work under very favorable auspices and will represent a firm whose goods are already well and favorably known among his customers.

Details of the new Naugatuck Chemical Company and its plans were obtained the other day. The company was incorporated last spring with a capital stock of \$100,000. The president of the company is E. C. Benedict, and the secretary and treasurer is Chas. E. Scholes, formerly with the General Chemical Company. It is the company's intention to manufacture mineral acids, such as sulphuric, nitric and muriatic, also acetic acids and other chemicals. The company has acquired a large tract of land at Naugatuck, Conn., and contracts have been awarded for the erection of the plant, which it is expected will be in operation by December. The company's output will be marketed through the Chas. E. Scholes Company, which was formed for this purpose. Mr. Scholes is president of the last named company.

Among other visitors in the local drug trade during the past month or so were C. H. Krauter of Youngstown, Ohio; J. Coleman, of the Coleman Drug Company, Reading, Pa.; J. H. Allen of Millbrook, N. Y.; J. S. Hoge, of Hoge & Co., Macon, Ga.; F. B. Switzer of Southport, Conn.; M. H. Brickley of Chester, Pa.; W. E. Martin and A. E. Sunter of Holyoke, Mass.; T. A. Seaman of Perth Amboy, T. Benjamin of Riverhead, L. I.; J. McCullough and C. Kirwan of White Plains, N. Y.; J. Betzer of Morristown, N. J.; Thomas Voegeli, of the Voegeli Bros. Drug Company, Minneapolis; C. H. Bernhard, of the Holister Drug Company, Madison, Wis.; O. L. Halwell, of Santa Ana, Cal.; A. L. Satterlee, of the French

Drug Company, Tacoma, Wash.; Judson B. Todd, Ithaca, N. Y.; W. L. Mix, New Haven, Conn.; J. N. Walker, Carmel, N. Y.; A. and J. Van Antwerp, of G. Van Antwerp & Sons, Mobile, Ala.; Frank Selzer, of Lamparter & Co., Akron, Ohio; H. J. Huder, of Indianapolis, Ind.; Henry Dake, of the Dake Drug Company, Rochester, N. Y., and C. R. Goetze, of Wheeling, W. Va.

THE WHOLESALE DRUG TRADE BOWLING ASSOCIATION.

The plans for the coming season for the Wholesale Drug Trade Bowling Association were perfected at the meeting of the association at the Drug Trade Club on the evening of September 15, at which the following officers were elected: President, William H. Hamann, of the Roessler & Hasslacher Chemical Company; vice-president, A. C. Saunders, of the National Lead Company; secretary, Charles E. Meek, of the National Credit Men's Association; treasurer, William J. Carr, of Parke, Davis & Co.; statistician, Chris Bruns, of Parke, Davis & Co.

Some 60 or 70 members from the various constituent clubs of the association enjoyed open bowling at the Criterion Alleys, West Twenty-third street, near Sixth avenue, on September 26, and the regular tournament began on the following Monday night, October 3. The tournament will be continued at the same alleys on every Monday night until the schedule is completed. The full schedule has not yet been prepared, and its preparation is rather a difficult task in view of the fact that there have been four new teams added to the association—namely, Colgate & Co.'s, Lazell, Dalley & Co.'s, Merck & Co.'s and Whitall, Tatum & Co.'s. Teams from these houses have competed in previous tournaments, but had dropped out during the last season. The other houses represented by teams are Seabury & Johnson, Parke, Davis & Co., Roessler & Hasslacher Chemical Company, National Lead Company, Dodge & Olcott, Sharpe & Dohme, Lanman & Kemp, and Bruen, Ritchey & Co.

Kings County Society Meeting.

The new carbolic acid ordinance was again the subject of much discussion at the regular meeting of the Kings County Pharmaceutical Society last Tuesday, at the Brooklyn College. The special committee appointed to wait on Health Commissioner Darlington in company with representatives from other pharmaceutical associations reported that the conference took place and that the Health Board had refused to revoke the ordinance which prohibits the sale at retail of carbolic acid in a stronger solution than 5 per cent. except on the written prescription of a physician. The committee reported what took place at the conference with the commissioner and the arguments advanced by druggists against the ordinance. Some disappointment was expressed at the meeting, but this led to a statement that the only thing to do was to go to the Legislature and make a fight there. This will be done, and the means to carry on the fight and secure the passage of a bill will be raised among the members of the society.

To enthruse the members of the society and to draw from each meeting the greatest possible good it was voted that prizes should be offered for the best three papers read before the society during the year 1905. A committee of three was appointed to ascertain who would bring to the front any subject of interest or profit to the pharmacist. For the best there will be a prize of \$25, with \$15 for the next and \$10 for the third.

Max Sommers, John H. Haydon, Henry C. Hentchel and Phillip W. Sink were elected to membership. Treasurer Ray reported a surplus in the college treasury of \$2,648.46, and in the society's treasury, \$512.20.

Manufacturing Chemists' Registration Bureau.

The following titles have been registered in the Manufacturing Chemists' Registration Bureau since our last report:

Iodo.....	William R. Warner & Co.
Methyl-Kava.....	Nelson, Baker & Co.
Clor-Aldehyde.....	Hance Brothers & White.
Chocolate Bronchials.....	Ell Lilly & Co.

WESTERN NEW YORK.

Poor Business in Buffalo—Registered by the Board—To Confer with Regents on Graduate Requirements—Effects of the Law on College Attendance.*(From our Regular Correspondent.)*

Buffalo, October 12.—There is a general complaint from the Buffalo retail dealers, which is not improved by the appearance of rainy and disagreeable fall weather, so it is hardly to be expected that there will be much improvement right away. Following as it does a summer that was remarkable for its dullness, there is not any too much cheerfulness on the part of the Buffalo druggist, engaged as the older members of the trade are in living down the price cutter and waiting for the city to grow up to the new competition that has come in this year.

RESULTS OF THE BOARD EXAMINATION.

The Western branch of the State Board of Pharmacy at its last meeting granted the following licenses: Pharmacy—to Clarence V. Green, Bradford, Pa.; Burt C. Haynes, Buffalo; Albert H. Harper, Jamestown; Eugene B. Kershner, Olean; Isadore S. Ruben, Buffalo; Lawrence L. Stevenson, Attica; Robert R. Street, Falconer; Joshua Sleethburg, Buffalo. Drug-gist—to James C. Cottrell, Cascade; William C. Hammond, Lockport; Mark V. Loveland, Lockport; Herbert N. Roy, Buffalo; Floyd J. Satterlee, Buffalo; Richard J. Tone, Buffalo.

Mr. Haynes is in business on his own account; Mr. Kershner is in Palmer's Pharmacy, Olean; Mr. Ruben is running a store of his own, as is Mr. Street; Mr. Stevenson is in the Rogers Pharmacy, Attica; Mr. Cottrell is in his father's pharmacy; Mr. Hammond is in Tilma's Pharmacy, Buffalo; Mr. Roy is with Euler; Mr. Satterlee is with Noble & Drake, and Mr. Tone is with Faxon, all in Buffalo.

A FAKE PASS LIST.

A day or two after the examination was held a Buffalo paper published what purported to be a list of those who were licensed, though the rule not to pass on the papers until a week had elapsed had been observed. The candidates kept coming around with sad faces saying that they had failed, as their names were not in the list, but were assured that the "list" was a fake. An investigation was to have been made of the item, but there is no report of it yet.

BOARD TO CONFER WITH STATE REGENTS.

The meeting of the entire State Board with the heads of the Colleges of Pharmacy and the State Regents, to be held in Albany on the 25th, to take up the question of college diplomas under the prerequisite law, will be followed by a meeting of the board in Rochester. President Gregory expects it will be on November 5, but cannot be quite sure of the date yet.

EFFECTS OF THE PREREQUISITE LAW.

There is, of course, much complaint on the part of non-college men of the prerequisite law and the claim is made that there is a stampede perforce to the colleges by men who cannot afford to attend, one man with family having come to Buffalo to enter the Pharmacy College. Of course, the college people are not without their argument and they obtain it from some very exact data. A delegate from the State Regents' office met the authorities of the Buffalo College of Pharmacy lately and went over the list of 130 students, finding that of the number there were 92 who were qualified to enter next year, and it was estimated that of the other 38 not more than half had entered on account of the new law requiring entrance qualification, so it is safe to proportion the "before and after" students at about 92 to 18, which is a proportion that the college people say they are willing to stand for.

The entrance class of the Buffalo College of Pharmacy is a little the largest it has ever seen, the juniors at present numbering 107 and the seniors 35. The University of Buffalo, which has the College of Pharmacy as a department, but has no academic department, is reaching out toward the latter by the establishment of four lecture courses on English literature,

popular government, economics and American history. There is some endowment and more in sight, which it is hoped will increase in good time to enough to maintain full courses.

RECENT BUFFALO DRUG CLERK CHANGES.

John Schapaker, from one of the former Hansen stores, to Smither & Thurstone's; George H. Sprague, from the former Riggs store, to A. H. Reimann's, Franklin street; O. E. Tannhauser, from the Euler to the Mrs. Lock store on Fourteenth street; John P. Smith, who has been relief clerk since the Riggs store closed, is with M. J. Frisch, Broadway; W. D. Balliet has given up relief work and is now with H. L. Willson on Broadway.

SHORT WESTERN NEW YORK NOTES.

The drug store of Miss Clementine Chapin at Scio, formerly owned by C. N. Green, burned out lately.

The death is reported of R. S. Myers, who was proprietor of a drug store for 25 years at Clarence, Erie County.

A. C. Anthony, of Buffalo, was married at Hamburg, October 12, to Miss Trevitt, of Orchard Park.

Selenitzsky's Elite Pharmacy, for some time at 60 Niagara street, Buffalo, has been moved to 1234 Seneca street.

W. J. Whitman called on his Buffalo customers late in September and sold everybody a large list of the specialties of Merck & Co. before taking his departure to other fields.

Edward Loge, pharmacist of the Butler Company, Niagara Falls, has gone to Milwaukee, where he has entered the Milwaukee Medical College for a course in medicine leading to the degree of M.D.

Justin Keith, distributor of long standing of the materia medica of the New York house of J. L. Hopkins & Co., spent a season in this district late in September to the advantage of all concerned.

Reynolds & Pomeroy have bought the drug store of W. J. Huntley in Lockport, who has gone to California for his health. The new proprietors were formerly clerks in the Parsons drug store in Lockport.

The unknown desperado who some time ago entered the Buffalo pharmacy of Edward Volk and fired a shot at Mrs. Volk has been sent to the Elmira Reformatory instead of getting 20 years in State's prison.

J. W. Hilligass, who has for some time been proprietor of a drug store at Hoyt street and Potomac avenue, Buffalo, has bought that of Howard Wade on Elmwood avenue. Mr. Wade still has the one at Niagara and Huron streets, which he has conducted some time.

The Buffalo Druggists' Bowling Club has been reorganized for the season, with A. J. Keller, president; Thomas W. Tyson, vice-president; James L. Perkins, secretary and treasurer, and John P. Diehl, jr., captain. Bowling every Friday afternoon as usual.

J. M. C. Bargar, formerly a druggist at Holland, Erie County, and brother of the druggists of the same name in Buffalo, some time ago went to Kansas City hoping to find relief from asthmatic trouble, but has now returned to Buffalo, convinced that the Western climate is not especially beneficial to him and will take up the old business again.

The sympathy and condolences of the pharmacists in this State have gone out in full measure to Charles B. Sears, of Auburn, the first vice-president of the New York State Board of Pharmacy, who has suffered a great bereavement in the death of his wife, which took place at her late home in Auburn on October 1.

Some Buffalo druggists are asking for a special law in regard to the sale of carbolic acid, as the indiscriminate use of it, even to throwing it into people's faces on the street, is apparently increasing. One druggist says he saves much difficulty by never selling more than a 5 per cent. preparation, which is good enough for ordinary purposes, unless a prescription is brought in.

CANADIAN NEWS.

Proprietary Meeting in Toronto—Wholesalers' Demands Denied—Effect of the Anti-Dumping Clause Act—An Important Decision Regarding Restraint of Trade.*(From our Regular Correspondent.)*

Toronto, Canada, September 15.—A meeting of the Proprietary Medicine Association was held at the King Edward Hotel, in this city, on the 7th inst. About 70 firms were represented, including establishments in Toronto, Montreal and Hamilton, and a number of American houses interested in the Canadian trade. Henry Miles, president, of Montreal, occupied the chair. The principal question considered was the action of the wholesale druggists in attempting to control the trade of the retailers and compel the latter to buy from the wholesalers only and sell at a fixed price. Overtures had also been made to the Proprietary Medicine Association proposing an arrangement whereby the wholesalers would take their output on their agreeing to sell to wholesale dealers only.

WHOLESALESTERS TURNED DOWN.

The meeting decided against this proposition, on the ground that combines had been declared illegal and that they did not want the wholesalers to control their business. They practically agreed to withhold supplies from the wholesale men in case the latter brought compulsion to bear upon the retailers to enforce the signing of an agreement only to buy from wholesale firms. The opinion was strongly expressed that arrangements should be made by which they would supply retail dealers direct.

THE "ANTI-DUMPING" CLAUSE

in the recent tariff legislation was also considered. Henry Miles, Montreal; Senator G. T. Fulford, Brockville, and L. S. Levee, Toronto, were appointed a deputation to wait on the Minister of Customs, with a view to securing a recognition of trade-marks and protesting against the application of the anti-dumping clause to proprietary medicines.

The tariff legislation of the Canadian Parliament last session, popularly known as the "anti-dumping clause," went into effect on the 1st of the month. This measure provides that in any case where imported dutiable goods of a class or kind produced in Canada are imported at a price below the fair market value of such goods as sold for home consumption in the country of export, there should be levied thereon, in addition to the ordinary duty, a special duty equal to the difference between the selling price and the fair market value for home consumption in the country of export, provided, however, that such special duty shall not exceed one-half the ordinary duty. The regulations provide that invoices in duplicate shall be delivered to the custom house with the bills of entry, one copy to be sent to a special checking branch at headquarters at Ottawa. It is the intention to have all invoices closely scrutinized at headquarters by the staff. It is further provided that each invoice shall show in one column the actual price at which the goods were sold to the Canadian importer, and in a separate column the fair market value in the country of export. Important changes have been made in the form of certificate and oath, both as now required being very explicit as to the absence of any arrangement or understanding affecting the price of the goods, other than that appearing in the invoice, by way of discount, rebate, etc.

The patent medicine trade is regarded as one of the branches likely to be most seriously affected by the anti-dumping provision. The Canadian manufacturers of patent medicines have made representations to the Ottawa Government that patent medicines from the United States are sold in Canada at 25 per cent. less than the wholesale price in the American market, and it is anticipated that the clause will be vigorously enforced as regards such importations.

H. S. Scott, formerly commercial editor of the Toronto Globe, has been appointed by the Government as New York agent in connection with the anti-dumping provision, his duties being to make investigations on the spot as to prices at which goods are sold for consumption in the United States.

WAMPOLE'S EFFORT TO REGULATE PRICES FAILS.

An important case bearing on the validity of the agreements entered into between some of the retail druggists and the wholesale houses, fixing the selling prices of drugs, was decided last week at Montreal. Henry K. Wampole & Co., of Toronto, applied to the court at Montreal for an injunction to restrain John T. Lyons, of Montreal, from selling their preparation of cod liver oil at less than \$1 per bottle. An agreement had been entered into whereby the plaintiffs agreed to sell Lyons their preparation at a price equal to 58 cents per bottle, provided that he did not retail it at less than \$1. The plaintiffs alleged that Lyons had violated this contract by advertising the article at 68 cents per bottle.

Lyons pleaded in his defence that the agreement was illegal, being against the freedom of trade, and, secondly, that it was canceled by letter of later date, he having in the meantime sold all the stock he had purchased under the agreement. The oil he was selling was not purchased direct from Wampole, but from a third party.

Judge Pagnuelo dismissed the application. In giving judgment he said he saw nothing to interfere with freedom of trade in the manufacturer stipulating that his goods should be sold at a fixed price, when it was in his interest to do so; but he could not see what interest Wampole & Co. had to stipulate that their preparation be sold at 80 per cent. profit, as they would still get their wholesale price—viz., 58 cents per bottle. It would injure the retail druggists who reckon on large profits and small sales, but Lyons, like the department stores, believed in a quick turnover and small profits. It was clear to him that it was the Retail Druggists' Association who, in their own interests, had fixed the price of an article at \$1 that cost them 58 cents, thereby making a profit of nearly 80 per cent., which was an exaggerated profit and against the public interest.

CANADIAN NEWS NOTES.

W. W. Gibson, of Kingston, Ont., has been appointed demonstrator of pharmacy at Queen's University, Kingston.

Robert Kellock, druggist, of Perth, Ont., has gone out of business.

J. A. Macdonald, of Wapella, N. W. T., has sold out his drug store to C. E. Shaw.

G. W. Berry, sr., of Port Arthur, has sold his drug business to W. T. McEachren.

A. R. Davey, druggist, has bought out the business of R. M. Glen, Fergus, Ont.

A. C. Bell, M.P. for Pictou, N. S., has retired from the drug business at New Glasgow, to become general organizer and platform speaker for the Conservative party.

A. J. Tyson, druggist, of Holland, Manitoba, was married to Miss Claribel Beech, at her home at Winnipeg, on the 16th. Their bridal trip includes a visit to the St. Louis Exposition.

Stanislaus Drapeau, one of the soldiers who robbed Mahood's drug store at Kingston recently, and who shot at the police to avoid arrest, has been given a sentence of seven years' imprisonment.

On the 7th inst. Miss Dorothy M. Fulford, daughter of Hon. George T. Fulford, of the Dr. Williams Medicine Company, Brockville, Ont., was married to Arthur Hardy, of Brantford, son of the late Hon. A. S. Hardy. The ceremony, which took place in the Wall Street Methodist Church, Brockville, was attended by a large and fashionable assemblage, a number of leading public men being among the guests.

In consequence of action taken by the Lord's Day Alliance in notifying the druggists of Ottawa that steps would be taken to enforce the law respecting the sale of goods on Sunday, the drug section of the Retail Merchants' Association of Ottawa adopted a resolution to close their stores on Sunday, excepting between 6.30 and 9.30 p.m., and then to keep them open for the sale of drugs and medicines only. The resolution went into effect on Sunday, 28th ult., and was strictly adhered to, much to the inconvenience of many who have been in the habit of purchasing cigars, confectionery and various other articles not classed as necessities.

MASSACHUSETTS.

**The Fifty Thousand Dollar Bequest to the Massachusetts College—
Committeemen Appointed—United Drug Company Meeting—
Dr. Garst Wins Suit Against a Cutter.**

(From our Regular Correspondent.)

Boston, October 12.—By the will of Mrs. S. E. K. Potter, widow of Warren B. Potter, of the late firm of Weeks & Potter, the Massachusetts College of Pharmacy is to be the recipient of a bequest of \$50,000. Mrs. Potter died on September 25. It is understood that the school is to be further benefited by the will from a pro rata division of the residue (excluding the city of New Bedford, which received \$250,000) after settling the estate's expenses. There are said to be no restrictions concerning the use which the school may make of this fund, excepting that there shall be some memorial to the giver. The credit for securing this bequest belongs to S. A. D. Sheppard, Ph.G., than whom the school has no better friend. The trustees of the school are much gratified by this gift, and President Wheeler stated in an interview that probably the money will be used as a trust fund and its income be added to the present building fund, which has been slowly accumulating. It is possible that \$200 of the income will be used to establish a scholarship in memory of the giver.

Mrs. Potter, who was in her eightieth year, was born in New Bedford, where her husband was a successful retail druggist before he was identified with the wholesale drug business in Boston. Mr. Potter, who died in 1887, was interested in the Cuticura remedies and also in real estate. He left a large property to the widow, who lived a quiet life and whose property, being well managed, had largely increased in value.

MORE POLITICAL HONORS FOR DRUGGISTS.

Political honors continue to be showered upon those allied with the trade. William F. Craig, Ph.G., Lynn, has been renominated to the Senate, and Mayor Charles L. Dean, of Malden, has been given a boost up the political ladder by a Senatorial nomination. Irving P. Gammon, Ph.G., Roxbury, was recently nominated as Representative. Mr. Gammon is not unacquainted with this branch of the government, having previously served one term. Frank H. Howe, of Brighton, has been rewarded by his constituents with a Legislative renomination. Col. John J. Whipple, of Brockton, was defeated for the Republican nomination for State Treasurer, receiving a vote of 688 out of a total of 1,619. Colonel Whipple was a member of the Board of Pharmacy under Governor Ames' administration, but severed his connection with the trade several years ago, and now devotes his time to financial matters.

COMMITTEES OF THE BOSTON ASSOCIATION OF RETAIL DRUGGISTS.

President Canning, of the B. A. R. D., has appointed the following committees, the first name on each committee being that of the chairman:

On Legislation—C. P. Flynn, A. L. Gavin, F. E. Gaylord, Prof. E. H. La Pierre and I. W. Gilcrease.

On Commercial Interests—G. W. Cobb, W. C. Durkee, F. Tucker, F. W. Archer and S. V. Rintels.

On Finance—A. L. Wyman, C. A. Stover, L. W. Griffin, E. A. Wilson and L. D. Drury.

On Reception—W. C. Durkee, W. D. Wheeler, C. H. Packard, T. T. Reid and J. A. S. Woodrow.

On By-laws—W. D. Wheeler, W. F. Sawyer, E. J. Keeler, G. W. Flynn and F. F. Ernst.

On Entertainment—F. F. Ernst, P. J. McCormick, I. P. Gammon, J. A. Tupper, C. A. Curtis, L. H. Smith, P. C. Klein, J. B. Collins, J. J. Mahoney, A. J. Coleman, E. W. Shedd and J. J. Naughton.

Memorial Committee—R. C. McGovern, F. W. Sheehan, A. E. Lynch, T. M. Pengilly and F. T. Jeffers.

On Telephone and Press—Irving Nute, P. J. Cuddyer, A. H. Copley, C. G. Harrington and Samuel Meadows.

On Auditing—C. H. Davis, F. A. Woodbury and J. J. Naughton.

FOR THE VACANCY IN THE BOARD.

On October 4 the committee of the Massachusetts Pharmaceutical Association to present names of candidates selected by the association called upon Governor Bates. Nine of the

15 members of the committee were present. The speakers were President La Pierre, Henry Canning, Secretary Geurin and Arthur L. Gavin. The three men indorsed by the association are Levi N. Snow, of Fairhaven; Peter B. Moriarty, of Worcester, and L. A. Lamson, of Hopedale. John Larrabee, of Melrose, is also a candidate for the position, for which he has very strong backing. His petition has been signed by over 600 registered pharmacists. Prof. Charles F. Nixon is the retiring member.

THE UNITED DRUG COMPANY HOLDS ANNUAL MEETING.

The members of the United Drug Company held a two days' session at the Hotel Brunswick on September 27 and 28. These officers were elected: E. D. Cahoon, New York, re-elected president; George C. Lyon, Providence, treasurer; Louis K. Liggett, Boston, secretary and general manager; J. C. Brady, Fall River, Mass.; James Demoville, Nashville, Tenn.; W. C. Bolton, Brooklyn, N. Y.; C. A. Rapelye, Hartford, Conn., and E. R. Petty, Newark, N. J., directors. It was announced that the members of the association had subscribed for a \$100,000 order from the general factory. The meeting was concluded by an elaborate banquet, at which about 225 stockholders were present. President Cahoon presided. Remarks were made by George C. Lyon, of Providence; Henry J. Huder, of Indianapolis; Stephen Hexton, of Chicago; A. Franken, of Salt Lake City; E. L. Scholtz, of Denver; Thomas Vogell, of Minneapolis, and Louis K. Liggett, of this city.

DR. GARST WINS A SUIT AGAINST A CUTTER.

An equity suit brought by Dr. Julius A. Garst, Worcester, of the Phenyo-Caffein Company, against C. A. Charles, of Malden, was recently decided in the Superior Court. The defendant Charles was ordered to discontinue selling the plaintiff's pills at less than 25 cents a box if purchased of the plaintiff or his agents, and was enjoined from inducing any one from procuring the plaintiff's pills for the defendant's use unless the latter makes an agreement with the plaintiff's company. The defendant was ordered to pay costs and damages of \$100.

TALKED ABOUT.

The members of the Worcester Pharmaceutical Association paid a tribute to the memory of the late Senator Hoar by closing their stores from 1 to 5 p.m. on the day of the latter's funeral.

A. D. Hodson, salesman with the American Soda Fountain Company, recently returned from a business trip of three months in Texas. His headquarters were at Dallas, where he was finally stricken with malaria. He is now filling a position at the Congress street office with health much improved.

The last monthly report of the State Board of Health showed the examination of only 35 drug specimens. Of these only six were found to vary from the legal standard. The drugs adulterated were extractum glycyrrhizæ, oleum morrhue and tinctura iodi.

In the Superior Court two cases against Salem druggists were recently heard. The jury in the case against Thomas J. O'Hare returned a verdict of not guilty, as the judge refused to permit the government to introduce certain important evidence. In the case against ex-Mayor John F. Hurley a disagreement was reached. The jury was out nine hours.

It is rumored that the members of the Board of Pharmacy have withdrawn their opposition to the granting of sixth-class licenses to the following Newton druggists: J. H. Greene and J. T. Waterhouse, of Newton Highlands; John Payne, of Newtonville, and J. G. Kilburne and A. W. Fox, of Nonantum. The former refusal followed an inspection of the liquor books kept in the drug stores of Newton.

Maine Items.

Ernest Everard, of Bath, is a participant in the voting contest of a Boston newspaper.

John E. Deehan, of Waterville, was recently fined \$300 for maintaining a liquor nuisance and \$50 for a single sale. He paid.

A fire of considerable magnitude broke out in the basement of the store of Taney & Shattuck, Bangor, on October 7. This firm's loss was about \$4,000 and that of Curtis & Tupper, by the same fire, \$3,000.

PENNSYLVANIA.

The N. A. R. D. Delegates—Good Trade Outlook.*(From our Regular Correspondent.)*

Philadelphia, October 12.—A large delegation of retail druggists left this city on October 9 to attend the annual meeting of the N. A. R. D. in St. Louis. The Philadelphia contingent was in good spirits, inwardly and outwardly, and it is safe to state that their spirits were not allowed to run below par before the end of the journey was reached. The representatives of the local association have a number of important subjects which they are desirous of having the National Association take up and decide. It is likely that important history will be made at this meeting, and in all probability there will be some understanding reached in regard to securing support from the National body when local cutters attack the home association as well as the individual members. The Philadelphia Association of Retail Druggists is stronger to-day than it has ever been. Its membership includes nearly all the druggists in the city and there are very few large dealers who are not members. On Chestnut street there are two cutters, but so far they have been ignored by the Association. One of these dealers has brought suit against the local association as well as the individual members, but it is believed that the case will be thrown out of court, as the suit was brought under the Sherman law, which applies only to interstate business. As the business of the druggist in this case is of a purely local nature it is thought a non-suit will be secured.

IMPROVEMENT IN THE STORES.

Business is fairly good and the outlook is encouraging. There is a desire on the part of druggists to get away from the old style drug store and nearly all the improvements which have been made this year have carried out this idea. Some of the new stores are not only very attractive but unique in their structure. This year there have been more improvements made in retail drug stores than has been the case for a long time. Besides there have been more new stores opened and in nearly all cases the reports received show that the new druggist is more than holding his own. For the first time for many years there is a spirit of brotherhood displayed which speaks well for the future of the retail drug trade. Meetings are frequently held and every effort is being made to take the mind of the druggist away for a time from his counter and cases.

PHILADELPHIA SEEKING SOUTHERN TRADE.

The wholesale drug business has been exceedingly good this year. Instead of confining their salesmen to Pennsylvania and parts in the West the local wholesaler has branched out and a big trade is being done with the retail druggists in the South. Philadelphia was always a favorite city with the Southerners, and it does not require much effort on the part of jobbers here to secure a large portion of that business. There is a good demand for proprietary articles, much more so than there is in this section of the country. Schandeln & Lind, manufacturers of Garwood's Perfumes, is one of the most progressive firms here that is seeking to secure a big Southern trade. Mr. Lind is a frequent visitor to the South. He has just returned from one of his trips. He said that business throughout the South was better than it is in the North. His trip was a successful one and he stated there was a big field for Philadelphia houses in that section.

HISTORY OF AN OLD SODA WATER FIRM.

The business of the old firm of James Patterson & Sons has been transferred to Brinton & Brosius. The old firm were the successors of the original manufacturers of soda water in this city and with the transfer another change is recorded in one of the old established firms in Philadelphia. On April 23, 1832, James T. Lukens, a well-known member of the Society of Friends, formed a partnership with P. C. Laning for the purpose of manufacturing soda or mineral waters. They began the business at the corner of Eighth and Mackinaw streets

and furnished the first fountain of soda water on April 28. P. C. Laning was the original inventor of an apparatus for generating gas under pressure for charging portable fountains. In 1834 Mr. Laning sold his interest to his partner, Mr. Lukens, who in 1838 formed a partnership with John Lippincott. This partnership lasted until 1843, when Mr. Lippincott bought out Mr. Lukens. John Lippincott retired in 1865, selling out to Charles Lippincott. In 1870 James Patterson entered the firm, where he remained until October, 1888, when the firm of James Patterson & Sons was formed to take over the soda water business and Charles Lippincott & Co. the apparatus business. Now, after 72 years of successful operation, the mineral water business passes over to another firm.

ITEMS OF NEWS.

James McCorkle, formerly with Robert Shoemaker & Co., is now with the Philadelphia Drug Company.

H. E. Friebele has purchased W. R. Davis's drug store at Chestnut Hill.

D. E. Bransome, of the staff of Johnson & Johnson, is at St. Louis attending the N. A. R. D. convention.

John Musselman, of Eleventh and Pine streets, has embarked in the matrimonial sea.

A. B. Wilson, representative of George Lueders & Co., has removed from 514 Arch street to 144 North Tenth street.

Mr. and Mrs. George B. Evans returned from Europe, where they spent several months, on October 10.

The genial Fred Burk, the manager of Stoevers' Broad street Station Pharmacy, has returned from his summer vacation and smilingly greets his many friends.

F. Farrow, of Twenty-ninth street and Columbia avenue, has been made the happy father of a boy. Mr. Farrow has the "Sunny Jim" smile that won't come off.

Mr. Tyler, of the firm of Tyler & Walton, has taken a trip to Europe on account of his health and expects to be there for some time.

Meirs Busch, the junior partner of the firm of Shoemaker & Busch, has just returned from a three months' sojourn in Europe.

H. Arndt, of Twenty-second and Berks streets, has returned from a gunning trip through Maine, where he shot a large moose; the antlers had a spread of 50 inches.

W. A. Pierce, of West Chester, has remodelled his store from the door to the prescription room, and has put in a new fountain. The store is now one of the finest in Chester County.

Chas. Caulpepper, of the Coca-Cola Company, has taken up the New York territory. The trade and all his friends wish him success.

Dr. George E. Dahls, druggist, of Forty-ninth and Woodland avenue, has gone on a pleasure trip through the West and will visit the World's Fair on his way back.

John J. Bender, the well-known druggist of Thirteenth and Lombard streets, is sick with typhoid fever, but at last reports was doing nicely and would soon be around again.

H. A. Nolte has moved back to the city, after having remained the entire summer at Atlantic City, looking after his drug store.

A. D. Cuskaden, an Atlantic City druggist, who has been seriously ill for some months, is recuperating at the Delaware Water Gap.

Garwood's standard perfumes, sent out by Schandeln & Lind, took a step forward last month on a visit in their interest by J. F. Churchman, the regular representative of the house.

W. F. Ridgway of Atlantic City, who, besides owning one of the handsomest drug stores in Atlantic City, has recently graduated from the Jefferson College here, is now in Europe, where he expects to take a post-graduate course.

G. Warren Phillips, formerly of 1704 Passyunk avenue, has purchased a property at Twelfth and Watkins streets,

where, after extensive alterations, he will open one of the handsomest stores in that section of the city.

T. Marley, the general substitute for Smith, Kline & French Company's city salesmen, who cheerfully changes his territory every two weeks and claims to rather like it, has returned from his vacation.

F. W. E. Stedem and family, of Broad street and Fairmount avenue, have closed their cottage at Atlantic City, and the genial and hard-working "Fred" is again seen daily behind his counter.

Clayton E. Martin, who was for years connected with the Philadelphia Drug Company, has secured a position as manager of the Lancaster Drug Company, of Lancaster, Pa., and has moved his family to that city.

James McKnight, who sells essential oils and other articles in that line on the road for W. J. Bush & Co., was with us a few days ago and lightened his stock materially before taking the train.

Bolton, jr. & Co. have moved their establishment from 514 Arch street to 504 Arch street, where they have considerably more room. The business of this young but energetic firm of drug sundrymen is growing so rapidly that it is a matter of but a short time when they will require more room.

F. B. Riedenauer, of Germantown avenue and Tioga street, the globe trotting druggist, has at last settled down and taken unto himself a partner to share his joys and sorrows and to help him arrange and admire the large collection of art curios gathered by him from all over the world.

The handsome Boardwalk pharmacy of Leeds & Deemer, opposite the steel pier at Atlantic City, will be closed shortly, owing to the building operations, which will commence as soon as the entire block of frame buildings are torn down to make room for handsome brick structures.

The somewhat sudden death of Mr. Coombs, the secretary of Smith, Kline & French Company, was brought to mind again in a rather sad way. His oldest son, Walter, the famous Pennsylvania football player, was on the high seas at the time of his father's death and had no inkling of the sad news until he arrived at his home in this city.

The corner of Cheltenham and Wayne avenues, Germantown, which has given the Germantown druggists so much uneasiness, will be opened as a drug store in the near future. A prominent Germantown druggist has the refusal, and if he decides to take the property, a lively competition for trade is expected.

C. A. Eckels has at last been infected with automania. He and brother Burt are seen daily taking long spins on the quiet suburban roads, where Burt is trying to impart to the enthusiastic Eckels the mysteries of how not to master an auto. The plucky Eckels insists that he knows enough to master a touring car across the continent.

On account of the increase in business, Johnson & Johnson's representative through the State, A. Swisher, has given up the following towns: Perkasie, Lansdale, Sellersville, Quakertown, Souderton, Ambler and Doylestown, which towns will be looked after by George B. Galton and J. F. Maurice, of the Philadelphia staff.

D. J. Harris, for twenty-three years one of the most popular city salesmen for Smith, Kline & French Company, known all over town as "Dan Harris," is about to resign his position in order to devote himself exclusively to his lucrative drug business and other interests. A host of friends will regret his departure and his customers will miss the smiling and irrepressible "Dan."

J. Hungerford Smith & Co., of Rochester, have fallen under the ban of the Pure Food Commissioners on account of the fruit syrups containing coloring matter. Their agent in this city has been arrested and held over. The Pure Food Commissioners seem to be going to extremes in this city, though they are doing some good work in the prosecution of milkmen who are doctoring their milk with injurious chemicals.

NORTHERN OHIO.

Illegal Sales of Narcotics—Enlarged Classes in the Cleveland School—A Receiver for the Ohio Drug & Physicians' Supply Company.

(From our Regular Correspondent.)

Cleveland, Ohio, October 11.—It is claimed that many retail drug stores in this city are selling cocaine and morphine contrary to the State law, and that these poisons may be had without the least difficulty. For the most part the stores having a large trade of this kind are located in the tenderloin districts and are kept open all night, principally for this purpose; but some complaint of stores in the business district has also been made. In the residence sections some stores sell quite a little of both drugs. Druggists claim, so it is said, that they sell only to habitués and not to young people or those they do not know to be users. The complaint is made that the drugs are sold in small packages and without the poison label. The State law governing the sale of cocaine requires that it be sold only on prescription. In addition to this a label bearing the word "poison" must be affixed to the package. The Cleveland Press a short time ago brought this matter to the attention of the public in a forcible manner, and it is said that detectives have been making a thorough investigation since. Owing to the large number of suicides from poisons of various kinds of late, city officials are becoming somewhat more attentive to their sale. Such watchfulness will probably also apply to cocaine and morphine. Reputable druggists are uniformly careful as to the sale of goods of this kind.

M. Gill's drug store at Lake View, a suburb of Cleveland, was destroyed by fire a few days ago. The fire originated in a grocery store adjoining, and before the department arrived had communicated with the drug store. Several other small business houses were destroyed at the same time. Mr. Gill's loss is about \$1,800, covered by insurance.

A RECEIVER APPOINTED.

J. D. Price has been appointed receiver for the Ohio Drug & Physicians' Supply Company, on East State street, Columbus, the complaint having been made by William H. Syfert, the manager, who states that he has indorsed notes for the company to the extent of \$9,000, which is unsecured, and that the company owes other creditors \$30,000, of which \$20,000 is due and unpaid. The City Deposit Bank has taken cognovit judgment for \$708.98, and there are a number of other cognovit notes out on which action may be taken at any time. A suit has also been filed against Otto L. Huffman, treasurer of the company, asking that a transfer of capital stock to him be set aside. The Ohio Drug & Physicians' Supply Company some time ago purchased a store at the corner of Town and Fourth streets and one at Marion, Ohio, of Huffman. It is claimed that the condition of the business at both stores was misrepresented, and it is for this reason that the courts are asked to set aside the transfer of stock. A temporary restraining order has been issued to prevent Huffman disposing of the stock. It is claimed that the company has paid out for Huffman as much as it received in value, and that he refuses to pay his portion of the indebtedness when demands are made upon him.

NEWS NOTES.

The building in which the Heiner drug store at Byesville is located was badly damaged by fire some time ago. It has not been learned what the loss to the store amounted to.

A new concern is the Common Sense Drug Mfg. Company, of Springfield, which was incorporated a short time ago with \$60,000 capital stock. Mrs. Alice Weaver, N. W. Shield, H. G. Sponsler, Charles Heutsel, D. P. Krabill and Dow Atkin are the incorporators.

The Cleveland School of Pharmacy opens for the winter term with 30 members in the freshman class, an increase of 40 per cent. over last year. President L. O. Hopp delivered the annual address. Others who made short addresses are Dean Fell, Prof. D. V. Army and Trustees Frank Krause, E. R. Seltzer and E. E. Shellenbarger. The junior and senior classes are starting off with their work well and the term bids fair to be one of the most interesting and successful in the history of the school.

SOUTHERN OHIO.

Enthusiastic Delegation for St. Louis—Doctors Accuse Druggists of Counter Prescribing and Threaten Retaliation.

(From our Regular Correspondent.)

Cincinnati, October 12.—Cincinnati delegates and delegates from surrounding towns formed a party and left Monday for the N. A. R. D. convention at St. Louis. The party has engaged quarters at the Epworth Hotel, which is only a block or two from the Fair grounds. The delegates of the Ohio Valley Druggists' Association appointed by President Dr. A. O. Zwick are: Emil Zorn, Otto Kistner, F. W. Klaker, Ed Voss and H. B. Waltermann. There were several alternate delegates. Accompanying the Cincinnatians were L. P. Holzhauser, delegate from Newport, Ky.; J. Willenbrink, of Covington, Ky., and Dr. Charles Krone, of Hamilton, Ohio.

NEWS NOTES.

Miss Cora Dow has been in New York.

George Merrell has returned from a business trip to New Orleans.

Herman Serodino and his wife spent a vacation in Newfoundland.

A. Gruene, of Newport, Ky., is mourning the loss of his 17-year-old daughter.

Druggist J. H. Dornbeger has given up his store at Ninth and Elm streets.

Serodino Brothers have opened their new store at Seventh and Race streets.

William Schnacke, of John D. Park & Sons, has returned from a visit to the St. Louis Exposition.

Prof. John Uri Lloyd left Monday to attend the medical convention at Galveston, Texas.

William Hensing, manager of Dow's Race street store, has gone to the St. Louis Exposition.

A petition in bankruptcy has been filed against the Ohio Drug Company, which operates two stores at Columbus, Ohio, and one at Marion, Ohio.

Mr. Mackey, of Parke, Davis & Co.; Mr. Sherry, of Stallman & Fulton, and Mr. Adelfinger, of the National Licorice Company, called on the Cincinnati trade recently.

The telephone company and druggists and other merchants at Elmwood are having a telephone war, and 'phones have been taken out of the stores.

Because the Wooster Bros., at Springfield, Ohio, refused to sell a glass of soda water to a colored minister the Ohio A. M. E. Church conference roundly scored the act as "uncalled for and un-Christian."

The increase of crime and large number of attempted murders by cocaine-crazed colored men the last few weeks in Cincinnati have caused a crusade against the sale of that drug. There were 507 new police court cases here the last two weeks of September, a record-breaking number.

The Fairfield County (Ohio) Medical Society has adopted resolutions declaring that flagrant abuses of ethics on the part of druggists are practiced, and that unless druggists cease counter prescribing and unless the advertising of patent medicines over the druggists' signatures be discontinued the doctors will dispense their own medicine or organize a stock drug company.

The news that Sam Barrow, a former Harrison (Ohio) druggist, was arrested at Detroit on the charge of shooting to kill, caused a sensation at Harrison, where the young man is held in high esteem. Plans were at once made by his friends to assist him. Until two months ago Barrow was the leading druggist of the village. His wife secured a divorce and then Barrow disappeared, after withdrawing \$1500 from the bank. Barrow, it is stated, shot his assailant in self-defense and his friends are confident that he will be dismissed. He has been released on bond.

THE WEST.

Chicago Well Represented at St. Louis—Robbed Druggist a Poor Shot—Platt Suit Against N. A. R. D. Discontinued—Results of the Board Examination.

(From our Regular Correspondent.)

Chicago, October 12.—Almost all of the well-known druggists of the city have deserted Chicago during the last few days. The cause of the exodus is the N. A. R. D. convention, and if the number of absentees is a correct criterion, Chicago ought to be unusually well represented. The special which left Dearborn station yesterday afternoon over the Wabash carried a big load of representative druggists. The delegates held a meeting a short time before their departure and mapped out the policy which they would pursue at the convention.

MORE DRUG STORE ROBBERIES.

Bold robberies of drug stores continue to be reported occasionally, although not with the former great frequency. Two young men with handkerchiefs over their faces entered the store of J. H. Newman, Jackson boulevard and Hoyne avenue, recently and commanded the two men in the place—A. Newman, the clerk, who is a son of the proprietor, and Dr. R. E. Christianson—to throw up their hands. From Dr. Christianson \$100 and a gold watch were taken; \$5 was taken from the clerk's pockets, and \$5 from the cash register. Both of the men who were robbed were compelled to walk back of the prescription case, and one of the men stood guard over them while the other hunted for valuables. When the men went out Newman ran to the door and fired three shots after them, but without effect. This robbery, like almost all of the others, took place in the evening about 9 o'clock.

PLATT SUIT DISCONTINUED.

A compromise has been effected in the case of Isaac Platt against the N. A. R. D. and the wholesalers. The suit for \$50,000 damages, which was brought in Judge Dunne's court against all the wholesale dealers in the city and the N. A. R. D., has been dismissed. Platt's attorney said the dismissal of the action for damages was made after the defendants had agreed to make sales to Platt. Platt is alleged to have secured supplies at his store, 4817 Ashland avenue, and also through a drug company of which he was the head, and to have sold these supplies to cutters. The injunction suit is to be dismissed, it is said, in case there are no further disagreements.

REGISTERED BY THE BOARD.

The following passed the examination at the meeting of the State Board in Chicago, September 19 to 22:

Registered Pharmacists.—Guy S. Albright, Jas. A. Anderson, Frank J. Dubsky, John F. Hartig, Alexander F. John, Jas. B. Knapp, Wallace N. Key, Wesley A. Martin, Lee N. Mers, C. D. McClenahan, Robert Newsome, Lewis J. Madherny, Jos. M. Pellettieri, Julia Runkel, John Y. Ryder, Chester A. Sanskevitz, H. N. Schalmier, Emma Woltersdorf, Edmund J. Wolta, all of Chicago; Frank A. Blue, Rockford; Thos. A. Gulick, Champaign; M. A. Johnson, Mattoon; Jas. M. Pilliers, jr., Pinckneyville; G. C. Speetzen, Rock Island; L. C. Valentine, Greenfield; Jesse E. Wilkinson, Hebron, and A. N. Waller, Belleville.

Assistant Pharmacists.—Adolph B. Caron, Franklin H. Haney, Raymond N. Hards, Chas. L. Higgins, Frank F. Krueger, Zoruch Maniewicz, S. R. Pattison, Thos. G. Pocock, Edgar A. Ridgely, Chas. Ruben, Joel R. Wilson, David Zamentowsky, all of Chicago; Harry B. Kerstine, Ashley; Julius M. Pasold, Philadelphia, Pa.; Fred. A. Wade, Champaign.

Registered Pharmacists (Time Service).—Ernest E. Frohm, P. C. Gronvold, Zeremlah A. Haynes, Jos. E. Kabat, Otto A. Kreml, A. E. Malachowski, Robert Newman, Wm. Swoboda, Maurice A. Train, all of Chicago; Chas. E. Hathaway, Savanna; John W. Layton, Potomac.

NEWS NOTES.

A store has been opened at 160 La Salle street by the old Oakland Pharmacy at 3944 Cottage Grove avenue.

Dr. Stahl is now proprietor of the drug store at 153 Van Buren street.

Lee M. Pedigo, manager of the Portland Pharmacy, has bought the store of W. E. Ponder & Co., at 1309 Sheridan road.

Oscar S. Betting, Jackson boulevard and Halsted street, was prevented from attending the convention as an alternate delegate by the death of his father.

L. B. Moore, who covers Indiana for Sharpe & Dohme, was in Chicago the week of October 9 for a conference with Local Manager, Chas. E. Matthews.

A supply of anti-toxin has been furnished to a number of drug stores by the Health Department and will be furnished free of charge to those who are unable to pay for it.

Stephen Quinn and John Liston have been sent to the penitentiary on indeterminate sentences for implication in the murder of Druggist Walter Seibert, who was killed in his store, 1259 Garfield boulevard, last April.

George H. Ackerman, a veteran west side druggist, died recently. Mr. Ackerman had a store at Western avenue and Polk street, where he had built up a large trade. He had a large acquaintance and is widely mourned.

The store which Gale & Blocki formerly operated in the Venetian Building, 34 Washington street, has been consolidated with the firm's other store in the Palmer House, on Monroe street. The reason for the change is said to have been the sale of the lease of the first mentioned place, which was disposed of for a good figure.



Harry S. Gregg,
Chicago, Ill.

Harry S. Gregg, the prime mover in the great advance of prices effected in Chicago through the Washington Promise Committee, has had a very wide experience in the proprietary medicine line. He introduced Orangeline in the New England States, and was for a number of years connected with the Sterling Remedy Company, which he represented in nearly every State in the Union. Later he was connected with the Best Tonic Department of Pabst Brewing Company, leaving that company to go with the J. Walter Thompson Company, of New York. He is a young gentleman of sterling qualities and has made a large number of friends over a very wide area. His success in getting the Chicago jobbers and the State street merchants to agree to maintain prices is all the more remarkable in view of the difficulties which have been met with by other organizers in this particular field. Under the agreement which was negotiated through Mr. Gregg the following prices are to be maintained as a minimum schedule, all the prominent jobbers and cutters having agreed to them:

Hood's Sarsaparilla	\$0.83
Peruna .....	.71
Pierce's remedies .....	.77
Piso's Consumption Cure .....	.21
Ayer's remedies .....	.21 and .79
Orangeline .....	.08, .19, .38 and .76
Payne's Celery Compound .....	.76
Pepto Mangan .....	.89
Exaltive Bromo Quinine .....	.19
Antiphlogistine .....	.39, .63 and .89

Mr. Gregg's future career in carrying out the work of the Washington Promise Committee will be watched with great interest by the drug trade throughout the United States, and we wish him every success in his efforts.

PACIFIC COAST NEWS.

FINDS KELP FOR MAKING IODINE.

William D. Crane, a New York scientist, has just completed an examination of the kelp, or sea-weed, beds found at Neah Bay, near Tacoma, Wash. He believes that they can be successfully utilized as a basis for the manufacture of iodine. While this kelp is not as strong in iodine as that of the coast of Scotland, an analysis at the University of Washington shows that the metallic-lustered element can be profitably made from it. Crane has gone to Japan, but will return next Summer to finish his experiments.

COAST ITEMS.

An interesting report of investigations with fermentations and the products formed has been issued by the Viticultural Department of the University of California.

Fred Dilberger, druggist, of Seventh and Market streets, Oakland, is about to become a Benedict. On October 23 he will be married to Miss Ethel Lynn of 784 Eighth street.

Frank Skinner, a chemist employed by the Pacific Coast Oil Company, was seriously burned with acid while working at night and some of the fluid got into his eyes. Although his eyesight is not impaired, he suffered greatly for a few days.

The West Berkeley Chemical Works has been warned that owing to a complaint of a large number of residents in its neighborhood it must abate the nuisance caused by the gases it gives exit to, as the latter have destroyed vegetation in the neighborhood.

SOUTHERN NEWS NOTES

(From our Regular Correspondent.)

The Merchants' & Farmers' Drug Company has been incorporated at Pinola, Miss., a new town on the Mobile, Jackson & Kansas City Road. The new company has been organized with sufficient capital and is backed by some of Pinola's most representative business men. This company will be an important factor in the building up of Pinola.

Two of the Parker-Blakes Company's enterprising young road men recently became benedicts and both selected as help-mates young women of beauty and charm. R. G. Persell married Miss Marion Buck, the beautiful daughter of Col. Sam Buck, of New York. The marriage took place at Natchez, Miss., September 27.

S. L. Allen and Miss Elizabeth Garrett, a beautiful and charming young woman, of Monroe, La., were married at Monroe October 5. The two young drummers, both of whom are very popular with their associates, have the best wishes of their many friends in their new found happiness.

A. M. Davis, a druggist at Martin Station, near Port Gibson, Miss., has made an assignment for the benefit of his creditors. His assets are \$100 and his liabilities \$700. Charles Darden, of Marion, is assignee, and H. C. Younger, of Port Gibson, attorney.

John and Chris L. Stumpf, the Gretna and Algiers, La., druggists, are ardent and enthusiastic fishermen. Regularly during the fishing season they may be found absent from their stores on a fishing trip. On a recent trip to the Rigolets they caught nine fine redfish, the smallest of which weighed 4 pounds and the latter 20 pounds; 16 sheephead, the largest of which weighed 7 pounds, and four speckled trout.

The New Orleans Drug Market Review, which for the last few months has not been coming out regularly, will within a few weeks be taken charge of by George L. Seese, at present editor of Town Talk, a bright little monthly published in this city. Then the Review will be printed regularly every month.

Six applicants passed successful examinations before the State Board of Pharmacy at the sessions held August 5 and 6. They were: Registered Pharmacists—J. P. Walker, of Bunkie, La.; Thomas E. Schaffer and C. Kerchem, of New Orleans, and C. C. Champagne, of Covington, La. Qualified Assistant—E. S. King, of Algiers.

The Drug and Chemical Market

The prices quoted in this report are those current in the wholesale market, and higher prices are paid for retail lots.
The quality of goods frequently necessitates a wide range of prices.

Condition of Trade.

NEW YORK, October 15, 1904.

The fortnight under review has been a very active one in a jobbing way and has witnessed a general advance in all those seeds, leaves and herbs for which we are dependent upon Central Europe. This advance had been foreseen for some time past by those who were aware of the very serious character of the drought which had effected that portion of Europe from which so many of our crude drugs come. The advance seems fully justified, and in some cases it is probable that we shall see still higher prices before we can hope to secure additional supplies to replenish the somewhat depleted stocks. The sharp advance in the prices brought at the last Amsterdam auction for cinchona barks naturally resulted in bringing about a higher range of prices for quinine, which was advanced 2c per ounce, though it is claimed by many who are familiar with the subject that this advance is not as much as is warranted by the prices brought for bark. Opium has also been advanced in price in order to bring our local market more nearly on a parity with that of Smyrna, but the increased price seems to have checked the demand so as to leave this drug somewhat dull and neglected. Peppermint oil remains in about the same position as was recorded in our last issue. There appears to be some doubt as to the future course of the market, a doubt which cannot be resolved until more definite information is had concerning the current crop. There have been a good many minor declines in value, which, together with the advances, are noted at length below:

HIGHER.	LOWER.
Opium,	Menthol.
Quinine,	Peppermint oil.
Saffron, American.	Sassafras oil.
Aconite leaves,	Balsam tolu.
Anise oil,	Tragacanth. Aleppo.
Bergamot oil.	Canary seed.
Cassia buds,	Carnauba wax.
Cassia oil,	Cubeb berries.
Gum chicle,	Colchicum seed.
Clove oil,	Glycerin, refined.
Coriander seed,	Liquorice root,
Cumin seed,	Linseed oil,
Lavender oil,	Poppy seed,
Castile soap, mottled,	Quicksilver.
Orange oil,	Sarsaparilla, Mexican.
Cotton root bark.	Senega root,
Lemon oil,	Soap bark.
Ginseng.	Spikenard root,
Hyoscyamus leaves,	Balsam tolu,
Lavender flowers,	Tonka beans.
Vanilla beans,	Serpentaria root,
Valerian root,	Mustard seed.
Wormwood oil,	Wintergreen oil, natural.
Stramonium leaves,	
Sassafras bark.	

Drugs.

Alcohol, grain, is in active demand, and is held quite firmly at \$2.42 to \$2.45; wood is in good consuming demand at 60c to 63c for 95 and 97 per cent., and \$1.00 to \$1.30 for refined.

Arnica flowers are firm at 9½c to 10½c under the influence of adverse reports from sources of supply.

Balm of Gilead buds are very short in supply and have been advanced to 40c.

Balsams.—Copaiba has been in very good jobbing demand at steady prices of 31½c to 35c for Central American, though in round lots these figures might be shaded; but little interest

was shown in Para, the quotations of 35c to 37c being nominal. Fir, Canada, is selling in a small way at our previous quotations of \$3.40 to \$3.60; Orgeon brings 90c to \$1.00. Both appear to be quite firm, owing to comparatively light stock. Peru is steady but quiet at \$1.10 to \$1.15. Tolu is dull and the quotations have been marked down to 22c to 24c.

Barks.—Angostura is in scanty supply on the spot and firmly held at 48c, an advance of 3c over the prices quoted in our last. Buckthorn is steady at 6½c. Cascara sagrada is in active consuming demand and old bark is held firmly at 18c, with the range of 8c to 9c for new bark. Cotton root is in considerable demand and has been marked up to 40c to 50c. Sassafras is in rather light supply and holders have advanced quotations to 12c to 15c. Soap has declined to 5c to 5¼c for whole and 5¼c to 6c for crushed.

Beeswax shows an upward tendency, spot stock being depleted and the jobbing demand good at 29½c for yellow, crude.

Buchu leaves, short, are dull, at 16c to 18c. For long 45c to 50c is asked, though little business is transacted.

Cacao butter is firm and has been advanced to 30c to 31c for bulk and 35c to 37c for boxes, in sympathy with the Amsterdam market.

Calendula flowers are selling at 27c to 28c for new and 21c to 23c for old crop.

Cantharides, after having declined in the local market, regained their former position, and Russian is now held firmly at \$1.40 to \$1.60. Our Budapest correspondent writes us under date of September 24 that only small parcels were collected, all of which have been bought up at first hand at the price of 10 kromers, equal to about 95c per lb. on the spot. Chinese are firm at 60c, though the market is dull.

Cassia buds advanced to 17c and are firmly held at this figure.

Castor oil is quiet, but in steady consumptive demand, at former quotations of 9¼c to 10¼c for No. 1 in barrels.

Chamomile flowers, German, are in demand at 9c to 9½c for old, and 11½c for new crop. The excessive drought throughout Central Europe has had a marked effect in cutting short the crops of this and other European drugs. Roman are firm and in very scanty supply at 11c to 12c.

Coca leaves, Truxillo, are quite firm, at 16½c to 18c; Huanocho are selling in a jobbing way at 28c to 30c.

Cocaine is in good demand at \$3.50 for bulk.

Codliver oil is in fair jobbing demand, and in view of the unfavorable reports regarding the output in Norway and undoubtedly light stocks in hand here, the holders are quite firm at \$44.00 to \$50.00, as to brand and quantity.

Cubeb berries have been reduced to 7c to 8c on the spot, in sympathy with the conditions in foreign markets.

Cuttlefish bone, jewelers', shows some weakness, the market being unsettled, and purchases have been made as low as 44c for small.

Damlana leaves have been offered from the Coast at 8c, and for spot goods quotations are firm at 9c to 11c.

Ergot is quiet and only a jobbing demand is noted at 39c to 40c for German and 41c to 42½c for Spanish. The London market is reported dull, but the supplies in Hungary are said to be rather light.

Glycerin has been reduced ¼c, and C. P. in drums are now quoted at 13½c to 13¾c and in cans at 14½c to 14¾c.

Grindelia robusta and yerba santa have arrived from the Pacific Coast and are offered at 10c to 12c for grindelia and 11c to 13c for yerba santa.

Lavender flowers are in very short supply on the spot and have been marked up to 7½c to 8½c.

Lobelia is firm on the spot at 9c to 10c, the supply being scant.

Lycopodium has advanced to 80c to 85c, in sympathy with the European market.

Menthol is easier in tone in consequence of offers of lower rates of shipment from Japan.

Nux vomica has been quite active at 2½c in large lots, and for ordinary jobbing lots 3c is firmly demanded.

Opium has advanced to \$2.70 to \$2.75 in consequence of higher quotations in Smyrna. The rise in price, however, has had the effect of checking the demand. The change does not effect the powdered, which is still quoted at \$3.25 to \$3.35.

Quinine was advanced 2c by manufacturers in consequence of the higher price at the Amsterdam sale of bark. The statistical position of the bark is such as to give promise of continued firmness in the market and the fact that quotations from second hands are so close to those at first hand is an indication that the supplies of quinine are not so excessive as to counteract the upward tendency of the market. Outside supplies of German are now held at ½c below the original quotations, and it is claimed that the prices brought at the last bark sales really warrant a 24c price for quinine.

Saffron, American has improved in demand, and spot supplies being light holders have marked up their quotations to \$1.30 to \$1.35.

Senna is in active demand in a jobbing way at unchanged prices of 6½c to 14c for Tinnevely and 8c to 10c for Alexandria.

Soap, Castile, is firm, and, in view of the disorganized conditions of labor in Marseilles consequent upon the strike, mottled soap has been advanced by some holders as much as 10½c.

Vanilla beans are jobbing in a fairly satisfactory manner at our previous quotations of \$3.50 to \$4.50 for Mexican cuts and \$6.00 to \$11.00 for whole. The reports of damage by heavy rains to the growing crop have not exerted any appreciable influence on the local market.

Chemicals.

Acetic acid is firm at the recent advance noted in our last issue to \$2.25 to \$2.70 for commercial.

Acetate of lime is firm and in active demand at \$1.87 to \$1.90 for gray and \$1.30 to \$1.32½ for brown.

Bleaching powder is steady at our previous quotations of 1½c and upward according to test, and new contracts are being made on this basis.

Cream of Tartar is in fairly good consumptive demand at 24½c to 24¾c for crystals, and 24¾c to 25c for powdered.

Tartaric acid is unchanged at 31½c to 31¾c to crystals, and 31¾c to 32c for powdered, the jobbing demand being fairly satisfactory.

Essential Oils.

Anise is higher, in sympathy with the conditions abroad, and is being quoted at \$1.20 to \$1.22½.

Bergamot shows a firmer feeling and the lower range of prices have been withdrawn, \$2.10 to \$2.25 fairly representing the market.

Camphor is in active demand and in rather scanty supply on the spot. Quotations are unchanged, however, at 10c to 11c.

Cassia oil has been advanced on the strength of advices from Hong Kong to 75c to 80c.

Citronella shows some signs of weakness and supplies may be had at 28c to 28c.

Clove, bud, has advanced to \$1.00 to \$1.05.

Lavender, flowers, has advanced in sympathy with the parent drug to \$1.80 to \$2.25.

Lemon, in common with the other Messina essences, shows a firmer feeling and a slightly higher range, 60c to 65c being

the general quotation. Orange, sweet, has shared in the advance in Messina essences, being quoted at \$1.95 to \$2.05.

Peppermint is somewhat unsettled and irregular in quotation, which condition will undoubtedly prevail until more definite information is forthcoming as to the size and quality of the crop. We quote \$3.75 to \$4.00 for bulk.

Quicksilver has declined to 55c to 60c.

Wintergreen is a shade easier and is marked down to \$1.95 to \$2.25 for natural, while synthetic has advanced to 40c to 45c.

Wormwood has been advanced to \$2.50 to \$2.75.

Gums.

Arabics have attracted a good deal of attention during the past fortnight, and, while quotations remain unchanged, the lower grades are decidedly firmer than at our last writing, in sympathy with reports from the sources of supply.

Asafetida is quiet, but fairly well maintained at previous quotations of 19c to 22c.

Chicle has advanced 43c to 44c on the spot, and, in view of the reports of the labor troubles among the gatherers, holders are very firm.

Gamboge is firmly held at 77½c to 80c for select pipe and 75c for broken.

Tragacanth is reported very much firmer abroad, and this has had a marked effect on spot holders, though no changes in quotations have occurred.

Roots.

Bloodroot has been marked up to 11c to 12c in view of scanty supplies.

Colchicum has advanced to 14c to 15c on the strength of European cables.

Ginseng has advanced to \$5.25 to \$7.50 and is firmly held at this figure.

Golden seal is dull and rather weak at \$1.40 to \$1.50.

Ipecac is very firm at \$1.20 to \$1.25 for Carthagena, and \$1.25 to \$1.30 for Rio.

Jalap is firmer, and 11½c to 13c is now wanted for jobbing lots.

Sarsaparilla, Mexican, has declined to 11½c to 12c, but is now firmly held at that figure.

Sassafras has advanced to 12c to 14c, spot stocks being small and holders firm.

Senega has weakened under favorable crop reports and 68c to 70c will now be accepted.

Serpentaria has declined to 38c to 40c owing to pressure of new crop.

Squill has been advanced to 4c to 4½c in consequence of unfavorable crop reports from Europe.

Valerian is very scarce on the spot, and holders have advanced their prices to 7c to 8c for Belgian.

Seeds.

Anise is quiet but firm at 8c to 10c for Italian, and 5c to 5½c for German.

Canary, Smyrna, is marked down to 66½c. For Sicily 6½c to 6¾c is the leading quotation.

Colchicum has declined to 18c to 20c.

Cummin has been advanced to 6c to 7c.

Mustard.—The whole line of mustard seeds have declined under favorable crop reports both in Europe and on the Pacific Coast. The new range of prices is for California, brown, 4½c to 4¾c; Bari, 4½c to 5c; California yellow, 4½c to 4¾c, and German yellow, 3c to 3½c.

Poppy has declined to 5c and 5½c.

Italian Quinine.

The Italian Government are now making quinine dihydrochloride as well as hydrochloride, sulphate, and disulphate. The State sales of quinine amounted to 8,000 kilos. in 1908, with a net profit of 180,000 lire, against 3,000 kilos. in 1902.

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TABLE OF CONTENTS.

EDITORIAL COMMENT.....	297
EDITORIAL:	
The Agitation for Better Clinical Thermometers, The Campaign in New York.....	298
ORIGINAL COMMUNICATIONS:	
Graduation as a Prerequisite for Board Examinations, by Caswell A. Mayo.....	299, 300
Hardships of the New York Pharmacy Law, by E. M. Wells.....	300, 301, 302
Some Dispensing Notes, by E. A. Ruddiman.....	302, 303
SOME INK FORMULAS:	
Indestructible, Black for Brass Stamps, For Labeling Porcelain Jars, For Zinc Labels, Marking, Alazarin Green Copying, Powder, Copper Laundry.....	303
CREAM OF CURRENT LITERATURE:	
Oil of Burdock, The Preparation of Tincture of Strophanthus.....	303
Glycosal, New Color Reactions for Kryogenin, A New Sugar Test, An Iodoform Reaction with Citric Acid, Radium in Mineral Waters of Unknown Composition, Fehling's Solution, The Composition of Adrenalin.....	304
QUERIES AND ANSWERS:	
Horst's Collyrium in a Prescription, Iodoform Emulsion, For Buyers of Cascara Bark, Creamy White Liniment, Books on the Newer Remedies, Typewriter Ink, A New Carbolic Acid Antidote.....	305
CORRESPONDENCE:	
The Beringer Case.....	306
BUSINESS BUILDING.....	307, 308
NEWS OF THE DRUG WORLD.....	309-322
OPPORTUNITIES FOR EXPORT TRADE.....	323, 324, 325
REVIEW OF THE WHOLESALE DRUG MARKET.....	326, 327

EDITORIAL COMMENT

A singular development of the German patent medicine industry has come to the surface in the protest of the Deutsche Apotheker Verein (German Pharmaceutical Society) against the use of the word Med. as a trade-mark name by the well known pharmaceutical manufacturing firm of Dietrich of Helfenberg. It appears that the firm in question furnished prescription blanks

to all German physicians, on which the new trade-mark Med. was so printed as to enable the prescriber to order the products of Dieterich of Helfenberg, without actually writing the name of the firm. One special advantage connected with this method was that the knowledge that a proprietary medicine was prescribed could be concealed from the patient. The German patent office, to which application had been made by the firm for trade-mark registration, is believed to favor the protest of the pharmaceutical society on the ground that the abbreviation Med. might be used to represent medical, medicinal, etc., and was therefore not a proper subject for copyright protection. It were well if our own trade-mark laws were so revised as to check attempts on the part of too enterprising manufacturers to patent or trade-mark all kinds of substances under all kinds of fanciful names.

PHARMACEUTICAL ENDOWMENTS.

It is earnestly to be hoped that the recent bequest of \$140,000 to the Massachusetts College of Pharmacy by the widow of a gentleman once prominently identified with pharmaceutical interests in Boston, but marks the beginning of a series of endowments for pharmaceutical purposes throughout the country generally. In Germany, where pharmaceutical education has reached such a high degree of development, several such funds have been created by private munificence. Professor Garcke, who in his lifetime manifested great interest in the profession of pharmacy, bequeathed to the Apotheker Verein, to the University of Berlin, and to the Eisleben Gymnasium, the sum of 200,000 marks, to be divided equally between the three institutions, and in addition willed his large library to the Apotheker Verein, the national organization of German pharmacists, corresponding to our American Pharmaceutical Association. The money bequeathed to the society is intended to be used for benevolent purposes, the object in view being the relief of pharmacists in adverse circumstances. Vastly more is done in this direction in the countries of the old world than in the United States; for, while we are on the subject, it may be noted that Dr. Edward Wolff, of Breslau, who is greatly respected by the pharmacists of that city, recently celebrated his seventieth birthday anniversary by creating a benevolent fund for the assistance of deserving pharmacists in cases of necessity. The Benevolent Fund of the Pharmaceutical Society of Great Britain, which was founded upward of 30 years ago, affords relief to pharmacists and to widows of pharmacists who are in necessitous circumstances.

TEST THE LAW IN PRACTICE!

It is a little difficult to understand the state of mental confusion which must now prevail among the employing pharmacists of the central part of the State of New York, if all reports of their active opposition to the graduation prerequisite law be true. It is one of the peculiarities of the graduation prerequisite law that it does not apply to candidates for the druggist's license, its application being limited almost solely to the city of New York, where it is calculated to provide a higher grade of registered men. Holders of certificates as licensed druggists, who are privileged to operate pharmacies on their own account in places having a population of less than 1,000, and to compound and dispense medicines under the supervision of a licensed pharmacist everywhere throughout the State, excepting in Greater New York, are absolutely untouched by the graduation prerequisite law. While the operation of the new law may bear heavily upon beginners in pharmacy in the city of New York, the benefits to the profession which will naturally follow its operation will more than compensate for

any hardships that might possibly be inflicted upon individuals. The assertions of our up-State brethren that the supply of junior clerks and apprentices has already been curtailed by the passage of the law, will hardly hold water, since the law does not go into effect until January, 1906, and it may be a year or more before its full effects will be felt. The present is a good time for druggists throughout the State to consider the situation in Greater New York, where the standard of pharmaceutical education has been seriously threatened by the influx of vast numbers of foreigners whose educational qualifications are often on a level with their ethical standards, which are not always high. We trust that no pharmacist will be so ill advised as to agitate for a revision of the law until it has been fairly tested in practice—say, for a year or two.

The Agitation for Better Clinical Thermometers.

The large number of communications received since the publication of the article on Clinical Thermometers in our last issue has demonstrated clearly the timeliness of the agitation for an improvement in the character of these instruments. We print a few of these letters in another column, reserving some for later publication. In this, as in almost every case where unsatisfactory goods are sold, the makers and sellers endeavor to shift the blame to the consumer. One dealer writes us that he is compelled to furnish to State hospitals a cheap instrument because the purchasing agent declines to pay more than 50 cents each for the certificated thermometer. This, too, in a State which is one of the wealthiest in the Union, with an annual budget reaching well up in the millions. One manufacturer said: "There is too great a demand for cheap thermometers for me to afford to turn down orders. I wish that I could make my name synonymous with reliability, but if I stopped selling any thermometers except those which are absolutely accurate I should have to close my factory and go out of business." A dealer in surgical instruments writes: "We should prefer to sell only accurate and reliable thermometers, but our trade insists on cheapness. The demand exists, and we must meet it. Wish you every success in your efforts to stop the demand for this class of goods. We should prefer to handle only the better grades." One of the largest and most highly respected jobbers in the United States asked a conscientious manufacturer what was the cheapest rate at which he could furnish certificates for him. The manufacturer quoted the price of \$6 per gross, but lost the order, as the jobber could obtain certificates at \$2 per gross. Just think of it! less than 2 cents each, or but little more than the cost of the paper and the labor required in writing out the certificates, without even making a pretense of examining the thermometers. Even \$6 is too low a price to charge for certificates, \$9 dollars per gross being a fair rate for the manufacturer to receive.

It is our object to expose these abuses in the trade on the part of the dealer and manufacturer alike, and to awaken both the medical and the pharmaceutical professions to the need of greater care in the selection of these instruments. We are not through with the subject, and shall continue the agitation until we have enlisted the active co-operation of the entire drug trade and of the medical profession alike in our efforts to drive out of the market unreliable clinical thermometers. So far we have studiously avoided mentioning the names of either manufacturer or dealer. It may become necessary to go further in the matter later on and publish the names of both makers and dealers whose thermometers fail to stand a reasonable test. The tests of the United States Bureau of Standards are eminently practical, reproducing as nearly as possible the conditions under which thermometers are to be used, and no clinical

thermometer which fails to stand these tests should be handled by any reputable house.

The Campaign in New York.

The substantial gains made by the National Association of Retail Druggists in winning over two additional manufacturers of widely sold remedies to the direct contract and serial numbering plan, and the co-operation in a movement along similar lines of a number of other large manufacturers of proprietary remedies, should encourage the association to attack the problem which is pressing for solution in Greater New York. It is exceedingly difficult to map out a plan of action which could be certified to win, but we are strongly of the opinion that it would be injudicious to force the wholesalers to subscribe to the direct contract plan and serial numbering system before the retailers were won over to a full belief in the benefits of this plan. What we need in New York is a campaign of education among retailers. A beginning must be made at the bottom; the plan must be established on the right kind of foundation in New York before it can be successfully operated here; for, notwithstanding all that has been said and written about the N. A. R. D. and the numerous plans for the suppression of the cutter during the past six years, it is safe to say that a goodly number of working pharmacists in the city of Greater New York still remain in utter ignorance of what has been done for them in the maintenance of prices on proprietary medicines. Some have yet to learn even that there is such an association in existence as the National Association of Retail Druggists, and if you speak of the Miles Plan they are just as likely to associate it with the former head of the United States Army as with the Miles Medical Company, of Elkhart, Ind. The folly of attempting to coerce the wholesalers into enforcing the direct contract and serial numbering plan in this city without first securing the co-operation of those who are to be directly benefited by it will, therefore, be readily apparent. If the organizers of the N. A. R. D. can succeed in forming a federation of all the local associations within the territory known as Greater New York they will confer a lasting benefit on the pharmacists of New York. Any effort in this direction should, however, only be undertaken after a sufficient number of district associations had been formed to secure an equal representation from all sections of the city; for at present the organized pharmacists of New York represent only a small percentage of the total number.

It is a Pleasure to Read the "American Druggist."

Inclosed please find money order for amount of inclosed bill for your valued publication. The AMERICAN DRUGGIST shows improvement with every issue. I actually enjoy reading it, and when the reading of pharmaceutical periodicals (usually very dry reading) becomes a pleasure, they must be very well written. Your accounts of the various meetings, especially A. Ph. A. and the Society of Chemical Industry, make very interesting and instructive reading, indeed.

WM. A. HOBURG, JR.

428 West Twentieth street, New York, October 3, 1904.

As Good as Being There.

I have just finished reading your last issue containing an account of the recent meeting of the N. A. R. D., and I must say that next to being there I think it offers the best way of learning what took place at the gathering. I always make it a point to read your Pacific Coast news, as it is the only satisfactory source for such information.

W. F. MOLTZEN.

SAN FRANCISCO, October 26, 1904.

GRADUATION AS A PREREQUISITE FOR BOARD EXAMINATIONS.¹

BY CASWELL A. MAYO, PH.G.,

New York.

The enactment by New York State of a law requiring that all applicants for registration as licensed pharmacists appearing before the State Board of Pharmacy after January 1, 1905, shall be graduates in pharmacy gives to New York the credit of being the first State in the Union in which such a requirement has been put into force.

The law is somewhat limited in its application, a fact which does not seem to be generally known. The New York State Pharmacy law provides for two classes of licensees. The lower grade, known as licensed druggists, are not permitted to carry on business on their own account, except in cities having a population of less than 1,000, but are permitted to act as assistants anywhere in the State except in Greater New York. The higher grade, known as licensed pharmacists, are permitted to own or conduct stores anywhere in the State. As will be seen by reference to the text of the Prerequisite act, which is appended, this act does not apply to licensed druggists at all, but to licensed pharmacists only. As a result of this discrimination the status of assistants will not be affected by this act except in the City of New York, where none but licensed pharmacists are permitted to act as assistants.

The movement in this direction, however, by no means originated in this State. In 1891 the Pennsylvania Pharmaceutical Association adopted a resolution to the effect that "every applicant for State Board examinations should be a graduate of a reputable college of pharmacy and produce evidence thereof before his examination." Eleven years later a graduate prerequisite bill was introduced in the Pennsylvania Legislature, but was defeated.

At the International Pharmaceutical Congress held in Chicago in 1893 a resolution was adopted favoring the requirement of graduation prior to examination. This resolution was endorsed by the American Pharmaceutical Association in 1894, and a similar resolution was favorably acted upon by the association in 1895. In 1895 a bill requiring that all applicants for examination as registered pharmacist should be graduates of pharmacy passed both houses of the Louisiana Legislature, but was vetoed by the Governor.

A graduate prerequisite clause was incorporated in a proposed pharmacy law in New Jersey some six years ago, but the clause was stricken out before the measure was presented to the Legislature. No doubt other legislation along this line has been proposed from time to time, but the instances named are the only ones that occur to me.

In the State of New York the matter appears to have been first brought to public attention by a resolution presented at the Rochester meeting of the New York State Pharmaceutical Association in 1893. This resolution provided that in the all-State pharmacy law, then being prepared with a view of securing the consolidation of the three existing boards of pharmacy, there should be incorporated a provision making graduation from a college of pharmacy a prerequisite to examination for a pharmacist's license. This resolution was vigorously debated, but was finally voted down. The matter was again brought before the association in the address of the president at the Albany meeting in 1899, and the sentiment in favor of the law had evidently gained in strength, since the resolution in favor of such a law was voted down by a small majority only, and much bitterness was developed between the opposing factions. At the Newburgh meeting, held in 1900, a resolution was finally adopted to the effect that an effort should be made to secure legislation on the subject with a view of having a law go into effect January 1, 1905. At the meeting held in Utica in 1903 a special committee was instructed to prepare a bill providing that all candidates for examination by the Board of Pharmacy should present a diploma from a school or college of pharmacy requiring a preliminary examination in subjects designated by the Board of Regents of the University of the State of New

York equivalent to twelve regents' counts. This committee, after consulting with the Board of Regents, and in deference to their expressed wishes, omitted from the draft of the bill prepared by them any mention of the number of regents' counts required, it being customary to leave this matter in the hands of the Board of Regents themselves. This bill was introduced into the Legislature, but in the meanwhile another bill was introduced independently, providing for the enactment of a prerequisite clause and naming twelve regents' counts as being required of licensees, but without specifying as to whether the regents' examination should be taken prior or subsequent to the course in pharmacy. The introduction of this measure complicated matters somewhat, but after consultation the two measures were practically consolidated and a bill was passed in the form presented below:

AN ACT

to amend Chapter six hundred and sixty-seven of the laws of nineteen hundred, entitled "An act to amend the public health law and the acts amendatory thereof, in relation to pharmacy, and repealing certain sections thereof.

The people of the State of New York, represented in Senate and Assembly, do enact as follows:

Section 1. Subdivision six of section one hundred and ninety-four of chapter six hundred and sixty-seven of the laws of nineteen hundred is hereby amended so as to read as follows:

"Subdivision 6. Except as specified in a preceding section no person shall be granted a license as a licensed pharmacist until he shall have made written application to the board, setting forth by affidavit that he is of the age of twenty-one years or upward, that he has had at least four years' practical experience where drugs, medicines and poisons were dispensed and retailed and prescriptions compounded, of which experience one year must have been within the five years last preceding the date of such application in a pharmacy or store in the United States under the personal supervision of a licensed pharmacist, and until he shall have presented to the said board the diploma of any pharmacy school, college or department of a university maintaining a two years' course in pharmacy, and upon the request or with the approval of said board registered by the regents of the University of the State of New York as legally incorporated and as maintaining a proper pharmacy standard, provided such pharmacy school, college or department of a university shall require as a condition for entrance a satisfactory examination in subjects designated by said regents of not less than twelve regents' counts or an educational equivalent acceptable to said regents, and until he shall have paid such license fee as is fixed by said board, not exceeding the sum of \$10, and until he shall have passed an examination satisfactory to said board for the granting of such license; provided, however, that in place of the diploma above provided for the said board may in its discretion accept the certificate of the Board of Pharmacy of any other State, issued prior to January first, nineteen hundred and five, showing that the person to whom said certificate was issued was upon an examination equivalent to any examination conducted by the said board licensed or otherwise authorized to practice pharmacy in the jurisdiction of the Board of Pharmacy issuing said certificate."

This act shall take effect January first, nineteen hundred and five.

The law will not disqualify from examination by the Board of Pharmacy candidates who now hold diplomas, for it will be observed that it provides that a candidate for examination before the Board of Pharmacy must be a graduate from a pharmacy school maintaining a two years' course in pharmacy, provided such school or college "shall require" as a condition for entrance a regents' examination of at least twelve counts, or "an educational equivalent acceptable to the regents." It will be noted that the law does not read "required," but "shall require."

The new law will not bar candidates from colleges or schools outside of the jurisdiction of the New York State Board of Regents, as the measure leaves to the Board of Regents the decision as to whether the entrance requirements of a college or school outside of New York State are an "educational equivalent" to the twelve counts specified in the prerequisite clause.

Furthermore, the Board of Pharmacy is authorized to accept, in lieu of a college diploma, a certificate issued to a candidate by any regular State Board of Pharmacy showing that the candidate was authorized to practice pharmacy in the jurisdiction of the board issuing the certificate.

The Board of Regents is now engaged in collecting data as to the entrance requirements and curricula of all schools and colleges of pharmacy both in this country and abroad, so as to be in a position to judge what schools or colleges will come up to the required standard.

The meaning of the term "twelve regents' counts" as used in the New York law is somewhat vague, as it might be possible for applicants of foreign birth to pass an examination before the Board of Regents which would entitle them to twelve counts without having a working knowledge of English. No doubt this danger will be obviated by the establishment of suitable regulations by the Board of Regents somewhat similar to those

¹ Read before the Section on Education and Legislation of the American Pharmaceutical Association at the Kansas City meeting, September 8, 1904.

established under the law enacted in 1895, which required medical students matriculating prior to January 1, 1896, to present regents' pass cards for twelve academic counts, representing one year of academic work; twenty-four counts for matriculants prior to January 1, 1897, and forty-eight counts, representing a full high school course, for medical students matriculating after that date.

Since the graduate prerequisite law for pharmacists uses the same terms which appeared in the medical act, it will no doubt be construed in the same manner as they were construed under that law. It is also reasonable to assume that the qualifications now required for pharmacists prior to matriculation do not represent the final step, but rather the initial step toward the requirement of still higher qualifications to be provided for in future legislation.

While this law received the formal approval of the State Pharmaceutical Association, it is quite probable that even now if submitted to a popular vote of all the pharmacists of the State it would be defeated. Notwithstanding this fact, the law will undoubtedly be lived up to, for the opposition to it is for the most part passive, while the enforcement of the law will lie in the hands of those persons who have been most active in securing its enactment and who can, therefore, be depended upon to see that the law is made effective.

In the four colleges of pharmacy in the State of New York the number of students who matriculated up to September 5 was considerably in excess of the number matriculating during the previous years. This showing indicates that the law is being taken into consideration by prospective applicants for registration, but it is rather interesting to note that the relative excess of matriculants is very much larger in one of the colleges which will require students matriculating now to complete their course at once than in some of the colleges which will allow students to matriculate now and take up their studies later. It should also be noted that the number of students matriculating at the colleges of pharmacy throughout the United States is reported as being rather larger than what may be considered normal. This abnormal increase is no doubt due in part, at least, to the prosperous condition of the country generally, but the enactment of the prerequisite requirement in the State of New York and the agitation looking toward the enactment of similar laws in Pennsylvania and other States have no doubt had some effect in bringing about this increase in the number of matriculants.

HARDSHIPS OF THE NEW YORK PHARMACY LAW.

By E. M. WELLS,

Syracuse, N. Y.

Attorney of the Syracuse Retail Druggists' Association.

In appearing before you it is not my purpose to attempt to instruct practical men such as you are in the conduct of your business, but to make a few suggestions which occur to me as a lawyer regarding the legal requirements surrounding your profession. In my opinion there are too many laws upon the statute books of this State relating to the sale of drugs and medicines at retail. Why this is so I do not know; but you will agree with me that they are many, and many that, it seems to me, are unnecessary.

Modern legislation has placed upon our statute books a new and novel lot of laws, relating not alone to the drug trade, but to many other lines of business, and as a consequence we have the State Board of Medical Examiners, Homeopathic Medical Society, Eclectic Medical Society, State Board of Dental Examiners, State Board of Veterinary Medical Examiners, the State Department of Health—having cognizance of the interests of the public health as it relates to the sale of food, drugs, spirituous, fermented and malt liquors and the adulterations thereof—the Commissioners of Agriculture, with experts to inspect butter and cheese factories, etc.; State Oyster Protectors, Factory Inspectors, State Board of Pharmacy, State Inspector of Gas Meters, Board of Barber Examiners and

State Racing Commission, not to mention the Excise Department and the Legal Examiners. In other words, the State has undertaken by means of its laws to protect against any and all harm to its citizens, without any effort on their part to protect themselves. Some writers call this "paternalism in government." Call it what you will, it means experts, inspectors or spies, and good fat jobs for those fortunate enough to secure them. Many good arguments are advanced in their favor, many good results flow therefrom; but I believe you will agree with me that many hardships are imposed upon the retail druggists, results of the present existing pharmacy laws.

THE CONFLICTING PHARMACY STATUTES.

First of all we have Section 401 of the Penal Code, relating to apothecaries omitting to label drugs and labeling them wrongly.

Sec. 402. Apothecaries selling poison without recording the sale.

Sec. 403. Refusing to exhibit record.

Sec. 404. Selling poison without label.

Sec. 405. Medical prescriptions, and Sec. 405a, Regulations as to prescriptions of opium and morphine.

Then we encounter "Article 11 of Chapter 661, Laws of 1893, entitled, 'An Act in relation to the public health, constituting Chapter 25 of the General Laws, as amended by Chapter 896 of Laws of 1895, as amended by Chapter 253 of Laws of 1896, as amended by Chapter 297 of Laws of 1897, as amended by Chapter 364 of the Laws of 1899, as amended by Chapter 667 of the Laws of 1900, as amended by the Laws of 1901, 1902 and 1904.'"

To understand all of these every druggist should study law among other things.

Several of the details of these laws are in contradiction to each other.

Sec. 404 of the Penal Code reads "a person who sells, gives away or disposes of any poison or poisonous substance (except upon the order or prescription of a regularly authorized practicing physician) without attaching to the vial, box or parcel containing such poisonous substance a *label with the name and residence of such person*, the word 'poison' and the name of such poison all written or printed thereon in plain and legible characters." is guilty of a misdemeanor.

Sec. 198 of the Public Health law says: "It shall be unlawful for any person to sell at retail or furnish any of the poisons named in the schedules hereinafter set forth, without affixing or causing to be affixed to the bottle or box, vessel or package, a label containing the name of the article and the word 'poison' distinctly shown, *with the name and place of business of the seller*, all printed in red ink, together with the name of such poison printed or written thereon in plain, legible characters."

How many of you gentlemen have poison labels in your store, with your name and residence thereon, as required by the Penal Code? I dare say not one, and yet the same Penal Code says that in every case of the sale of poison without such a label you have committed a misdemeanor.

Again, Sec. 402 of the Code says that any apothecary or druggist, or a person employed by either, who sells or gives away any poison without first recording in a book the name and residence of the person receiving such poison, together with the kind and quantity of such poison received *and the name and residence of some person known to such dealer as a witness to the transaction*, except upon the prescription of a physician, is guilty of a misdemeanor.

Sec. 198 of the Public Health law says every person who shall dispose of or sell at retail or furnish any poisons included in Schedule "A" shall, before delivering the same, make or cause to be made an entry in a book kept for that purpose, stating the date of the sale, the name and address of the purchaser, the name and quantity of the poison, the purpose for which it is represented by the purchaser to be required, and the name of the dispenser, such book to be always open for inspection by the proper authorities and to be preserved for at least five years after the last entry. You easily notice the difference.

¹ Presented at a conference of the retail druggists of Central New York State, held at Syracuse, October 4.

OTHER CONTRADICTIONS MIGHT BE POINTED OUT.

had I time, which will readily occur to you on reading. The point I make is *that try as he may to live up to the law, be as honest as he may in his compliance with the requirements*, the druggist will find it almost impossible to keep out of the clutches of the law because of the careless manner in which these laws have been drafted.

Another provision of the pharmacy law I desire to call to your attention—viz., paragraph "g" of Sec. 192.

"The State Board of Pharmacy shall have power to employ inspectors of pharmacy and to inspect during business hours all pharmacies, dispensaries, stores or places in which drugs, medicines and poisons are compounded, dispensed or retailed."

Read in the common acceptance of the words, this is a most commendable and proper power, and if the inspectors did only what they are directed to do by this provision no person could criticize. But when they are sent through the State for the sole and only purpose of inducing a clerk in your employ, by means not at all justifiable or proper, to violate some provision of the pharmacy law, which results in the extortion of a fine from the pocket of the employer, it does seem to me that it is situation calling for the severest condemnation of all honorable men.

Take an example: Some morning after you have opened your store and your apprentice is at work at his duties, you are called to the next door to answer the telephone. A stranger comes in hurriedly and asks for a small vial of chloroform. The clerk, without any intent to do wrong, anxious to please the customer, sells him the goods, and the customer walks out. There was no licensed employee present, and in a few days you receive a letter from the attorney of the Board of Pharmacy stating that on such a date an inspector of that Board of Pharmacy purchased from your store a small portion of chloroform when no licensed pharmacist or druggist was present, in violation of Sec. 200 of the Pharmacy law, and unless you remit at any early date \$25, the fine provided by subdivision 4, suit will be brought, etc.

From personal experience I know there is no use trying to evade this or to get the board to remit the fine; your only course is to step up and settle. This is only a sample of the power of the so-called inspector. The druggist, honest though he be, is absolutely, at all times, in danger of this and other similar occurrences. Would it not be better if the board, instead of using these means, should use subdivision "j" of Sec. 192, and investigate the circumstances attending violations, giving the employer an opportunity to explain matters, and if there be a continued violation of this or other sections bring the matter to the attention of the regular prosecuting authorities of the county, and not for the first offense, without any hearing, and with only the statement of an inspector, force a large sum of money from your pockets to the treasury of the board?

In this State every criminal is entitled to a trial by a jury of his peers. Why not give the druggist an equal chance?

THE INIQUITOUS "INSPECTOR" SYSTEM.

In my humble opinion the most iniquitous laws ever placed upon the statute books of this State are those allowing the employment of inspectors, men whose only aim seems to be to catch some one by inducing a violation of the law, and I care not whether it be the Pharmacy Department or the Excise Department of the State. Possibly you say I am too harsh in my criticism of this feature of the law; that it only is intended to trap those who continually and habitually violate the provisions of the statute, and to enforce the laws enacted for the protection of our health and lives; to prevent suicide and possibly murder. If this is so, why limit this restriction to the retailing of drugs? Why not restrict the sale of so-called patent medicines which contain opium, cocaine, liquor and other notoriously injurious articles? A cocaine may put up a preparation containing cocaine, for instance, and by simply labeling it with some high sounding name and calling it a patent medicine sell millions of bottles, carrying untold misery and bad habits to thousands of our citizens, and no law re-

quires any record to be kept of these sales; indeed, you can fill your windows full of this class of goods and give away trading stamps, if you please, to induce large sales, and no one says a word. Again, more persons commit suicide and murder by the use of firearms than the use of poisons, and yet you can buy a wagon load of revolvers within sight of this City Hall and no questions will be asked. I go into a hardware store and, buying a revolver of a clerk, just step around the corner and blow out my brains, and the only notice paid to it is a few remarks in the morning paper. No penalty attaches to the dealer. I go into a drug store and have a prescription prepared by a person therein employed, who must have served four years as an apprentice and graduated from some pharmaceutical college, and I take an overdose of the same and die, or some mistake has been made; the druggist is guilty of a felony punishable by a fine of not less than \$1,000 nor more than \$5,000, or by imprisonment for not less than two years, nor more than four years, or by both such fine or imprisonment—a condition existing in which the druggist gets all of the worst of it.

THE QUESTION OF THE CONSTITUTIONALITY OF THE ANNUAL REGISTRATION FEE.

Sec. 196 provides for the registration of pharmacies and drug stores and requires a payment of an annual fee, which, in the opinion of many, is unconstitutional. Subdivision 2 of the same section requires every person, partnership, association or corporation doing business as a druggist to affix the actual name of such proprietor or proprietors to be displayed upon a sign conspicuously placed upon the exterior of the premises and the names so displayed shall be deemed presumptive evidence of ownership of such pharmacy or drug store.

This makes it easier for the lawyer to sue the correct persons in case he is about to sue for some pretended negligence of the proprietor. No such requirement attaches to the hardware store or saloon. When you go home, look at your sign, and if you have not there a sign displaying the names of all of your partners, tell them they are violating the pharmacy law and are committing a misdemeanor.

But the crowning glory of this law is Sec. 199, which provides that "this article shall not apply to the practice of a practitioner of medicine, nor, except as to the labeling of poisons, to the wholesaler, when not for the use or consumption of the purchaser; or to the sale of paris green, white hellebore and other poisons for destroying insects, or any substance in the arts, or to the manufacture and sale of proprietary medicines, etc." In other words, it is not a sin to commit suicide by use of the paris green route, if purchased for destroying insects; but woe to the poor druggist who sells paris green and fails to label it with a label printed in red ink.

I might mention the inducements offered to a young man to learn the drug business by serving for four years as an apprentice and then attending some pharmacy college four years, and at graduation accepting a place in the ordinary drug store at \$12 per week, but I forbear, lest I weary you.

I should also like to touch upon the sale of liquors by the druggists and to make some suggestions relating thereto, but it is a dangerous subject and likely to lead into a too long discussion.

Bear with me, however, when I ask the question, Are all of the druggists in this State faithfully and honestly, as much so as they do the pharmacy laws, trying to live up to the excise law as passed last winter? If not, possibly we might gain additional privileges from the Excise Department by appreciating those already granted.

RECOMMENDATIONS.

Good results can be secured by this meeting, if plans are here to-day set in motion:

First, to simplify and harmonize the existing laws governing the retailing of drugs.

Second, to devise some plan which will lessen the hardships of unintentional violations of these laws, by compelling an investigation of all charges made against the druggist so charged.

Third, to devise a scheme to secure additional liberties under the excise laws of the State, by enlarging the package allowed to be sold and modifying the stamp features of the business.

And that these and other results may be reached and that good may come to the New York State druggists is the earnest wish of the Syracuse Druggists' Association.

SOME DISPENSING NOTES.¹

By E. A. RUDDIMAN.

Nashville, Tenn.

SACCHARIN.

In using saccharin as a disguising agent for solutions containing alkaloidal salts, the National Formulary solution should not be used until it has been neutralized. It contains sodium bicarbonate, and is sometimes sufficiently alkaline to liberate and precipitate the alkaloid.

ZINC CHLORIDE AND IODIDE.

In dissolving a mixture of zinc chloride and zinc iodide in water a precipitate frequently results. This is due to the alkalinity of the zinc iodide. The commercial zinc iodide frequently does not all dissolve in water, and gives a solution that is distinctly alkaline to litmus. It should be carefully neutralized with dilute hydrochloric or hydriodic acid.

QUININE SULPHATE AND POTASSIUM IODIDE.

When a prescription calls for quinine sulphate with potassium iodide and a dilute acid, *e. g.*, sulphuric, hydrochloric, citric or tartaric, a reddish compound of iodine and quinine sulphate is formed. The reaction takes place more promptly when much acid is present or when sodium arsenate is one of the ingredients. The remedy is to leave out the acid and use quinine bisulphate instead of the normal salt.

BOROSALICYLATES.

When boric and salicylic acids are used together as preservatives for aqueous solutions of alkaloidal salts, precipitation takes place under certain conditions. In no case will the salicylic acid be present in a larger proportion than one grain to the ounce of water, since that is practically a saturated solution. Boric acid will be present in a larger proportion, but the incompatibility depends chiefly upon the amount of salicylic acid. If to one fluid ounce of water containing one grain of salicylic acid and ten grains of boric acid one grain of an alkaloidal salt is added, a precipitate generally forms. If the ounce of water contains only one-half the above amounts of acid no precipitate results in case the alkaloidal salt is cocaine hydrochloride, morphine sulphate, codeine sulphate or atropine sulphate. Quinine bisulphate and strychnine sulphate give precipitates when one ounce of water contains one-fourth of a grain of salicylic acid and two and a half grains of boric acid, but not when half that proportion of acids is present.

SYRUP OF IODIDE OF IRON WITH POTASSIUM CHLORATE.

Syrup of iodide of iron with water and potassium chlorate liberates iodine, and at least one death has been attributed to such a combination. Potassium chlorate usually has no oxidizing properties in a neutral or alkaline solution, but it does liberate iodine from syrup of iodide of iron, even though the syrup has been made neutral or slightly alkaline with ammonia or sodium bicarbonate. The excess of alkali does retard the liberation for a short time, as does a grain of potassium hypophosphite or sodium thiosulphate to the dram of syrup. A ten per cent. potassium iodide syrup with potassium chlorate does not liberate nearly as much iodine as does a ten per cent. ferrous iodide syrup.

OIL OF THEOBROMA WITH CERTAIN COMPOUNDS.

Other compounds besides chloral hydrate when rubbed with oil of theobroma soften it. Rubbing oil of theobroma with one-half its weight of camphor, euphorin, menthol, naphthalin,

thymol or salol gives a soft mass or liquid. Spermaceti or wax are recommended as hardening agents, but in themselves are not sufficient, as is illustrated by the following example: Three parts of oil of theobroma with one part of white beeswax were melted together, allowed to cool and stand until the next day. The melting point of this mixture was 122 degrees F. Ten grains of this mixture were rubbed with five grains of chloral hydrate, and a mass too soft for suppositories resulted. The melting point of this mixture was 110 degrees F., about 11 degrees above the temperature of the body, and yet we are cautioned not to get the melting point of a suppository mass above the temperature of the body. Probably the best solution of the problem is to use a little hardening agent with some drying powder, increasing the proportion of base to the chloral used as much as possible.

PROTARGOL.

Protargol is a little alkaline to litmus, and when mixed with aqueous solutions of some alkaloids causes precipitation. In prescribing it with cocaine hydrochloride it has been suggested to use one and a half per cent. boric acid solution instead of water. It may be that this strength acid solution will prevent precipitation in some cases, but not in all. For instance, 8 grains of protargol, 4 grains of cocaine hydrochloride, 16 grains of boric acid and 1 ounce of water give a clear solution at first, but in a few minutes a whitish precipitate begins to form and slowly increases. The mixture was markedly acid to litmus. The next morning the mixture was of a dark blue-gray color, probably due to the reduction of the silver. The prescription was filled by using a saturated solution of boric acid, getting a clear solution. The next morning there was a slight turbidity, which increased only slightly on standing several days, although the mixture darkened in color.

POTASSIUM ACETATE WITH ELIXIR OF IRON PHOSPHATE.

When a dram of potassium acetate is added to one ounce of elixir of phosphate of iron, a whitish precipitate forms which looks like that produced when a dilute mineral acid is added to the elixir. The elixir is usually acid, and if it is first neutralized or made slightly alkaline, and then the acetate added, no precipitation follows. This holds true for potassium acetate with elixir of pyrophosphate of iron, except that precipitation may result on standing.

PHOSPHORIC ACID WITH ELIXIR OF IRON PHOSPHATE.

Phosphoric acid is not so liable to cause precipitation when the soluble phosphate of iron is dissolved in water as when it is dissolved in elixir. The soluble pyrophosphate of iron is more readily precipitated than the soluble phosphate from either water or elixir solution.

TINCTURE OF MYRRH WITH AQUEOUS SOLUTIONS.

When tincture of myrrh and pure water, in the proportion of one of the tincture to seven of water, are mixed by adding the tincture in portions to the water, and shaking after each addition, or by adding all at once and agitating violently, the resin is thrown out of solution, but remains suspended fairly well. But if the water has a salt or other matter dissolved in it, the resin usually agglutinates to a mass or sticks to the sides of the container. Honey is the best agent to prevent this agglutination or sticking, though it does not prevent the precipitation. The amount of honey seems to depend upon the amount of aqueous solution rather than on the amount of tincture. About one dram of honey to seven drams of aqueous solution will usually prevent the trouble, and will keep the resin suspended for some time. The results are better when the honey is added to the solution rather than to the tincture.

BISMUTH SUBNITRATE.

Acacia and tragacanth have been used to suspend bismuth subnitrate in water. Neither is satisfactory. With acacia, bismuth is apt to settle to the bottom, forming a mass that cannot be shaken loose. Acacia should be used sparingly, if used at all. It is rather better to rub the acacia with the bismuth and then add the water than to make a mucilage and

¹ Read at the fifty-second annual meeting of the American Pharmaceutical Association, held at Kansas City, Mo., September, 1904.

add the bismuth, as separation does not take place quite so readily. With tragacanth the bismuth subnitrate forms a curdy precipitate which does not stick to the bottom of the bottle, but sticks to the bottle above the liquid. If glycerin or syrup is present in the prescription neither acacia nor tragacanth is necessary.

CARBOLIC ACID.

In order to cover up the odor of carboric acid as used in antiseptic solutions various aromatics were tried. Water saturated with the aromatic, alone or diluted with distilled water, was used for dissolving the acid. The strength of the finished acid solution was 1 to 40, unless otherwise stated.

Eucalyptol water covers up the odor well, but it gives a turbidity even when diluted with three times its volume of water. If the eucalyptol water is first exposed to the air in an open vessel for 15 or 20 hours it does not give a turbidity even when it is not diluted. Oil of eucalyptus water diluted with three volumes of water covers up the odor well and does not give a turbidity with the acid.

Thymol water disguises the odor, but gives a turbidity. When diluted with an equal volume of water no turbidity is produced, but at first the odor of the acid is perceptible, though not after standing a day or two. Menthol water gives practically the same results as thymol water.

Lavender water, with an equal volume of water, gives a clear solution, and the odor of the acid may be noticed at first, but not after standing a time. Other aromatics, such as cumarin, camphor, turpeneol and oil of peppermint, were used, but the results were not as satisfactory as those enumerated.

Oil of eucalyptus water when diluted with three volumes of water will disguise the odor of carboric acid when it is present in the proportion of 1 to 30.

Some Ink Formulas.

INDESTRUCTIBLE INK.

	Parts.
Graphite, impalp, powder.....	400
Gum copal.....	720
Iron sulphate.....	35
Tinct. galls.....	35
Indigo sulphate.....	140

Mix the materials and boil them in sufficient water to make a fluid of the desired consistency. After boiling for a few minutes let it stand a while for the grosser particles to settle. Then decant and bottle.

BLACK INK FOR BRASS STAMPS.

Ordinary printers' ink thinned with olive oil or

	Drachms.
Aniline black, E.....	3
Distilled water.....	10
Wood vinegar.....	10
Alcohol.....	10
Glycerin.....	ounces, 7

Mix and dissolve.

INK FOR LABELING PORCELAIN JARS.

	Parts.
Rosin.....	20
Borax.....	35
Alcohol.....	150
Water.....	250
Nigrosin.....	A sufficient quantity.

Dissolve the rosin in the alcohol and the aniline color in the solution. Dissolve the borax in the water.

INK FOR ZINC LABELS.

	Parts.
Potassium chloride.....	60
Copper sulphate.....	120
Aniline blue.....	1
Dilute acetic acid.....	100
Distilled water.....	1800

Dissolve the potassium chloride and the copper sulphate in 1400 parts of water. Mix the acid with the rest of the water and dissolve the blue in the mixture. Mix the solutions.

MARKING INK WITHOUT HEAT.

Manganese phosphate.....	ounce, 1
Hydrochloric acid.....	" 2
Anthracene.....	drachms, 4
Potassium chromate.....	" 2
Acacia gum.....	Sufficient.
Distilled water.....	drachms, 2

Dissolve the phosphate in the acid, add the anthracene to the chromate and the water. Finally add a small quantity of gum and shake.

ALAZARIN GREEN COPYING INK.

In 1000 parts of aqueous extract of gall apples dissolve:

	Parts.
Iron sulphate.....	30.0
Copper sulphate.....	0.5
Sulphuric acid.....	2.0
Sugar.....	8.0
Wood vinegar, rect.....	50.0
Indigo carmine.....	30.0

INK POWDER.

The following is said to afford a powder which needs but maceration with 100 parts of water for a few days to make an excellent ink:

	Parts.
Gall nuts, powdered.....	16
Acacia, powdered.....	8
Cloves, powdered.....	1
Iron sulphate, powdered.....	10

Put in an earthenware or glass vessel, cover with 100 parts of distilled water, set aside and let stand for two weeks, giving an occasional shake daily. Decant and bottle.

COPPER LAUNDRY INK.

	Parts.
(a) Copper chloride, cryst.....	85
Sodium chlorate.....	108
Ammonium chloride.....	58
Water, distilled.....	600
(b) Glycerin.....	100
Mucilage gum arabic (gum, 1 part; water, 2 parts).....	200
Aniline hydrochlorate.....	200
Distilled water.....	300

Make solutions (a) and (b) and preserve in separate bottles. When wanted for use mix one part of solution (a) with four parts of solution (b).

Oil of Burdock.—Hæma has distilled this oil from the herb and obtained a yield of 0.176 per cent. It is acid oil, of specific gravity 0.9695 at 25°, and optical rotation + 1° 15'. Its acid value is 13.5, and its ester value 223. It is easily soluble in 80 per cent. alcohol.

The Preparation of Tincture of Strophanthus.—A number of studies have appeared of late on the subject of the tincture of strophanthus. Of these one of the most interesting is that of Barbieri (*Bollettino Chimico Farmaceutico*, 1904, No. 13). The tincture of strophanthus officially recognized in some countries—e. g., in Germany—is made from seeds containing oil, and therefore when mixed with watery fluids it renders them cloudy. In order to avoid loss in alkaloidal strength the process of removing the oil has been abandoned. And yet Barbieri has shown that it is possible to get a very good tincture without any oily admixture in it. The seeds of strophanthus are extracted with ether until a drop of the latter no longer makes a greasy spot on a piece of paper. The powder is then allowed to dry in the air, being frequently shaken and stirred, until it no longer smells of ether. Then it is macerated in five times its weight of 90 per cent. alcohol for five days. The alcoholic tincture is decanted, filtered and expressed, and the combined extracts are allowed to stand for a while and then filtered once more. In order to test this tincture for strophanthin, Barbieri evaporates two Cc. of it to dryness at from 50 to 60 degrees C., adds to the residue a drop of dilute sulphuric acid; stirs well and dilutes again. The mixture turns first a greenish-blue, then brown, and, on exposure to the air, finally a dirty green.

Cream of Current Literature

A summary of the leading articles in contemporary pharmaceutical periodicals.

Glycosal is the monosalicylic ether of glycerin, and occurs in the form of a white crystalline powder, which is soluble in water and in alcohol, less so in ether and choloform. It possesses the properties of salicylic acid without its unpleasant effects. It become decomposed only in the intestines—that is, in an alkaline medium. Even in large doses it acts without disturbing the stomach or irritating the kidneys. It has no irritating effect on the skin.

New Color Reactions for Kryogenin.—Pégurier (*Répertoire de Pharmacie*, October 10, 1904) describes the following three new reactions for kryogenin which are to be added to the list of tests for this substance: (1) With potassium permanganate kryogenin gives a maroon-brown color; (2) when it is heated in a test tube over an alcohol lamp kryogenin turns a blackish brown, and at the same time emits a strong ammoniacal odor, which turns litmus paper blue; (3) if some crystals of kryogenin be placed in a watch glass, and if a drop of sulphuric acid be added on a glass rod, a drop of potassium bichromate will at once give rise to a garnet-red color.

A New Sugar Test.—Griggi (*Bollettino Chimico Farmaceutico*, 1904, page 565) recommends the following reagent, devised by Bach, for the qualitative determination of sugar in solutions, etc.:

Hydroxylamine hydrochloride.....	Gm. 6.95
Potassium hydroxide.....	Gm. 5.60
Formic aldehyde.....	Gm. 2.30
Water.....	Cc. 100

The hydroxylamine is dissolved in a little water; the formic aldehyde is added, and the water is poured on to make 100 Cc. The reagent should be kept in a glass-stoppered bottle in a cool place. The solution gives a violet color with a solution of copper, consisting of one part in a million.

An Iodoform Reaction with Citric Acid.—Brodschmidt (*Pharmaceutisch Weekblad*, 1904, page 422) says that if potassium permanganate, then ammonia, and finally tincture of iodine be added to a solution of citric acid, iodoform will develop, recognizable by its odor and its crystalline form. The reaction takes place more promptly in the presence of heat. The author thinks that this reaction may be employed for determining the presence of free citric acid or even for testing combined citric acid. In order to test this acid in a solution, 0.50 grammes of it are placed in from 10 to 15 gms. of water, the mixture heated to 80 degrees, and to the hot solution some finely powdered potassium permanganate is added. Ammonia and tincture of iodine are then added, drop by drop, until iodoform precipitates. When citric acid is combined in the solution with tartaric acid or with other salts it is isolated by precipitating it as a barium citrate with barium chloride. This citrate is treated with dilute acetic acid, and is tested as above described.

Radium in Mineral Waters of Unknown Composition.—Carles (*Répertoire de Pharmacie*, September 10, 1904) presents a review of the recent work of Curie and Laborde and others on the radio-activity of certain mineral waters. It is remarkable, and has been hitherto unexplained, that certain mineral waters possess medicinal properties, although they are classed as waters of unknown composition, and analyses of the fluids, made by experts, do not seem to show that they contain any ingredients especially valuable from a medicinal standpoint. There are many such waters, which have been puzzles to both chemists and physicians. Curie and Laborde found that the gases which are emitted from certain hot springs that give forth such waters possess distinct radio-active properties. They were even able to measure the radio-activity of these gases by means of an ingenious apparatus. In those waters which have an indeterminate composition, and which are well known for their curative properties, these authors found the radio-activity especially well marked. At the head of this list were such waters

as Bad Gaestein, Plombier, Bains-les-Bains, Luxeuil, Nérès, etc. The effect of these waters on the system is undoubtedly due to the radio-active substances they contain.

Fehling's Solution.—Maridet (*Répertoire de Pharmacie*, September 10, 1904) contributes an interesting note concerning the different formulas of Fehling's solution. A large number of formulas exist for this reagent, showing that there is really none which is practical. The chief fault of all the copper solutions destined for determining the presence of sugar in the urine is that they do not keep well and that they spoil very readily. The formula of Barreswell gives a liquid which readily decomposes. The reagents of Fehling and of Pasteur and Welli keep somewhat longer, but even the formulae of Professor Deniges give fluids which do not keep well. The author asked himself whether it was not possible to prepare a solution whenever it was needed which would correspond to the needs of the pharmacist who had not an examination for glucose to make every day. The formula which he proposes is not intended for quantitative work, but is very well adapted for qualitative tests. The following is the process: A mixture of powdered copper sulphate and of Rochelle salt is prepared in the well known proportions. This powder keeps well, and is placed in a glass-stoppered bottle. When the reagent is to be used about 1 gm. of this powder is placed in a test tube together with 0.05 gms. of caustic soda and 5 Cc. of distilled water, and the mixture heated until all the solids are dissolved. The solution takes place rapidly, and the reagent is ready for use.

The Composition of Adrenalin.—A number of formulas have been given for adrenalin. Takamine claims that it is $C_{12}H_{17}NO_3$; Aldrich, $C_9H_{13}NO_3$, and Abel, $C_{10}H_{15}NO_3$. These differences depend upon different methods of analyzing this product, and especially upon the difficulty of operating upon sufficiently large amounts of a product which decomposes readily in contact with oxygen. Bertrand, who discovered lactase and who found that adrenalin is the only substance of animal origin which is oxidizable by this ferment, made a systematic study of adrenalin and prepared it in the most perfect manner. He took the suprarenal capsules of horses, which he deprived of fat and chopped finely; 600 Gm. of the mass thus obtained was macerated in a wide mouthed flask holding 2 litres, 5 Gm. of oxalic acid were added, and enough 95 per cent. alcohol to fill the bottle. The mixture was then pressed, filtered, and the filtrate concentrated in vacuo. A large amount of lecithin was thus separated. Petroleum ether was added, the mixture shaken and allowed to stand. The lower layer was then decanted and some neutral lead acetate was added. After centrifuging, the author obtained a pale yellow solution, which he concentrated in vacuo. A small excess of ammonia was added and precipitated adrenalin in the form of crystals. These were collected, washed in distilled water and purified by redissolving them in 10 per cent. sulphuric acid. One volume of alcohol was then added, which precipitated the lead acetate and the insoluble organic materials. The adrenalin was then once more precipitated by means of ammonia, and washed in water and then in alcohol and finally dried. From 118 kilograms of fresh suprarenal gland which were derived from 4,000 horses 125 Gm. of adrenalin were prepared.

After having obtained in this manner a sufficient amount of adrenalin, he divided it into small portions, each of which represented one-fiftieth or one-sixtieth of the original mass. Analyses of these portions gave results which were practically identical and approached most closely to the results which were obtained by Aldrich. The molecular weight of a solution of adrenalin which was obtained by cryoscopy actually corresponded to the formula, $C_9H_{13}NO_3$.—*Comptes Rendus de l'Académie de Sciences*, September 19, 1904.

Queries and Answers

We shall be glad, in this department, to respond to calls for information on all pharmaceutic matters.

Horst's Collyrium in a Prescription.—M. & S. submit the subjoined prescription and ask for the formula of the first ingredient:

R
Collyr Horst. $\frac{7}{16}$
Aqua dest $\frac{7}{16}$
Hb tal leg in eyes twice
daily
G. G.
33723

Collyrii Horst, or Horst's Collyrium, is another name for the yellow astringent eye water of the Austrian Pharmacopœia. It is made as follows:

Ammonium chloride..... $27\frac{1}{2}$ grains
Zinc sulphate..... $18\frac{1}{2}$ grains
are dissolved in

Distilled water..... $6\frac{1}{4}$ oz.
Camphor.....6 grains

is then dissolved in
Alcohol (68 per cent.).....5 drachms

Mix both solutions and add
Saffron (Valencia)..... $1\frac{1}{2}$ grains

Allow to stand for 24 hours, with frequent shaking; then filter.

Iodoform Emulsion.—F. G. asks for a method of preparing an iodoform emulsion.

Formulas for this preparation are numerous and varied. A selection is given below from which our correspondent may choose one to his, or the prescribing physician's, liking. Formula No. 1 impresses us as the best from a pharmaceutical standpoint:

I.

Iodoform.....90 grains
Cornstarch.....5 grains

Triturate well, and pour on the powder, with diligent stirring.

Boiling water.....2 oz.
For use as an injection.

II. (Billroth's.)

Iodoform.....10 parts
Glycerin.....100 parts

M.

III. (Billroth's.)

Iodoform.....10 parts
Glycerin.....50 parts
Water.....50 parts

M.

IV.

Iodoform.....1 part
Mucilage of tragacanth.....2 parts
Water.....7 parts

M.

V.

Iodoform.....2 parts
Mucilage of acacia.....4 parts
Glycerin.....2 parts
Water.....20 parts

M.

For Buyers of Cascara Bark.—F. D. M. is desirous of getting into touch with prospective buyers of cascara bark, as he has a quantity of first-class bark for sale. Letters addressed to F. D. M. in our care will be forwarded to him.

Creamy White Liniment.—J. W. C. writes: "In your journal for October 17, page 265, H. K. asks for the formula of a creamy white liniment that will not separate, and I wish to say that in my judgment the cream of camphor, suggested by Otto

Kraus in the *American Journal of Pharmacy* for June, 1875, page 257, and abstracted in volume 23 of *Proceedings of the American Pharmaceutical Association*, is just the thing he is in search of."

The formula mentioned by our obliging correspondent is as follows: Dissolve $1\frac{1}{2}$ ounces of white Castile soap shavings in 3 pints of water. Dissolve 2 ounces of ammonium carbonate in 1 pint of water. The two solutions are mixed, and 2 ounces of camphor, rubbed to a thin paste with alcohol, is added, and the mixture shaken briskly. Oil of turpentine is then added in sufficient quantity to bring the mixture to the consistence of a cream, on brisk agitation; after which 1 fluid ounce each of tincture of opium and oil of origanum is added, and the whole well mixed.

Books on the Newer Remedies.—C. E. S. desires a book which gives particulars of the synthetic compounds used in medicine, marketed previous to the publication of "American Druggist Handy Guide No. 2." The guide referred to includes only the remedies appearing from June, 1902, to June, 1903, and for information pertaining to synthetic chemicals, etc., introduced into medicine prior to 1902, our correspondent is referred to such books as the "Newer Remedies," by Virgil Coblenz (P. Blakiston's Son & Co., Philadelphia); "Formulaire des Médicaments Nouveaux," by H. Bocquillon-Limousin (J. R. Baillière et Fils, Paris); "Neue Arzneimittel," by G. Arends (Julius Springer, Berlin).

Typewriter Ink.—The following, according to the *Monthly Magazine of Pharmacy*, makes an excellent ink:

	Parts.
Transparent soap.....	1
Glycerin.....	4
Water.....	12
Alcohol, 94 per cent.....	24
Aniline color.....	sufficient.

Mix the water and glycerin, and in the mixture dissolve the soap by the aid of heat. Dissolve the color in the alcohol, and mix the two solutions. Nigrosin is recommended for black.

The only objection that we know to this ink is that it is somewhat hygroscopic in wet weather, and has a tendency to thicken up in long continued dry weather. Castor oil has been strongly recommended as a basis for typewriter inks, etc., and it is claimed that inks made with it are not subject to the objections noted above, being very little affected by extremes of dryness, moisture, heat or cold, etc. Any of the oil soluble anilines will answer for a coloring agent, the copying qualities depending on the amount of color used. We would suggest the following, the color being rubbed to smoothness with oleic acid before being mixed with the oil in every instance.

RED TYPEWRITER INK.

	Parts.
Bordeaux red, O. S.....	15
Aniline red, O. S.....	15
Crude oleic acid.....	45
Castor oil, enough to make.....	1000

Rub the colors up with the oleic acid, add the oil, warming the whole to 100 to 110 degrees F. (not higher), under constant stirring. If the color is not sufficiently intense for your purposes, rub up a trifle more of it with the oleic acid, and add it to the ink. By a little experimentation you can get ink exactly to your desire in this matter.

A New Carbolic Acid Antidote.—Persodine is a mixture of sodium and ammonium persulphates. It is recommended by Bufalini as being superior to either sodium or magnesium sulphates as an antidote to carbolic acid. As is now well known, the soluble sulphates are the most efficient antidotes to this poison, but these persulphates are more energetic in their action and more quickly effective.

Correspondence.

The Beringer Case.

To the Editor:

Sir,—In view of the reports which have appeared in the various pharmaceutical journals as to the results obtained by the committee appointed by the American Pharmaceutical Association to examine certain samples of dithymol-di-iodide, submitted by Mr. Gane as a member of the Committee on Adulterations at the Mackinac meeting, I wish to reiterate the statements made by me in the *Pharmaceutical Era* for 1903, page 624, together with the following additional matter:

About two years ago I had occasion to examine a large number of specimens, in original containers, labeled aristol and dithymol-di-iodide. Some of these labels gave the name of the manufacturer, while on the majority there was no indication as to the identity of the maker. Small samples were then taken from the original containers and placed in boxes, which were numbered for identification, but did not bear the names of the manufacturers, as these names did not play any part in the examination to follow. These samples were turned over to my assistant for analysis. Among them were about 80 samples, which, from their composition, may be divided into two classes, one of which may be designated as adulterated (that is, the samples consisted of mixtures of ferric oxide with zinc oxide, calcium carbonate, starch, etc., with or without the thymol derivative). The other class consisted of dithymol-di-iodide, which showed evidences of imperfect manufacture, indicated by the presence of ash and ether-insoluble matter (the properly prepared article leaving no weighable ash and being completely soluble in ether). Two or three of the original boxes containing these samples were picked at random from the lot, without regard to origin, and were marked in red ink with the figures obtained in the analysis. The numbers on the boxes, many of which had become almost obliterated through handling, were the means of identifying the original boxes, and in this manner numbers and markings of the samples were confused and figures were written on the boxes which belonged to others. It was never my intention to publish the names of the makers in connection with the analyses, hence names and figures were never verified, my only point being to show *what* was being sold under the name of dithymol-di-iodide. It was unfortunate and I regret that Mr. Beringer's sample was among them. I disclaim any intention of injuring or reflecting on him or his product, as I never stated to any one or anywhere that his sample was adulterated. However, I did and do still maintain that the samples of Mr. Beringer show evidences of imperfect manufacture, and refer those who are interested in the matter to my former statements and figures (*Pharmaceutical Era*, 1903, 624). I quote the following extracts from the article in question: "Among this latter class was a sample of Mr. Beringer's manufacture, which, as the examination showed, was not adulterated, but contained 6 per cent. of ether-insoluble matter. . . . I also regret that he places on the market a dithymol-di-iodide which contains from 6 to 10 per cent. of ether-insoluble matter, etc. . . ."

"The greater or lesser insolubility as shown by variation in figures 5.16 to 6 and 12.95 to 10, is due to use of either ether or ether fortior or absolute ether."

These results are now practically confirmed by the analyses of the committee, which show that the two samples of Beringer's dithymol-di-iodide contained 2.19 and 3.02 per cent. of ash and 5.16 and 12.95 per cent. of ether-insoluble matter, and as pure dithymol-di-iodide, a surgical antiseptic, should leave no weighable ash and should be completely soluble in ether, and, above all, should be of uniform composition in order to give uniform results in the hands of the surgeon and physician, I repeat that impure articles containing 2.19 and 3.02 per cent. of ash and 5.16 and 12.95 of ether-insoluble matter, and differing so widely in their composition, are dangerous preparations.

VIRGIL COBLENTZ.

NEW YORK, October 27, 1904.



By W. A. DAWSON

Under this head will appear suggestions and plans for increasing trade, advertising experiences, information, and notes of interest useful to the pharmacist in the preparation of his advertising matter. Specimens of current advertising will be reproduced, with suggestive analysis and criticism, and queries relative to advertising matters will be answered. To avoid delay address communications to the Department of Business Building, AMERICAN DRUGGIST, 66 West Broadway, N. Y.

KEEP YOUR CAPITAL MOVING.

Overbuying is the cause of more failures than any other one thing in retail trade.

"A small stock, but a big variety," is the Golden Rule of retail merchandising.

Danger lurks just around the corner for the "big buyer," the "quantity for jobber's discount" retailer, the "buy a gross to get a year's advertising in the village weekly" man, and all the other retail dealers who snap at the various "big inducement" schemes of the "proprietor," and load up with "quantity."

Don't make the mistake of figuring that money—your money—is only worth 5, or 6, or 7, per cent., according to the prevalent interest rate in your locality. YOUR MONEY IS YOUR BUSINESS CAPITAL, to be "turned" and turned again; not to be invested in "shelf warmers."

If you have idle money, outside of all the capital that can be advantageously used in your business, it is all right to invest it, get it at work earning you something.

The advantage to be gained in buying "quantity" for an extra discount is generally offset by the amount of time it takes to dispose of the goods.

As an illustration, take some proprietary article of steady sale, or any "staple" line of goods, you have bought by the dozen; by taking a hundred dollar quantity you get a further discount of 10 per cent. It takes, say, a year to dispose of this quantity. You are sure to underestimate the time when buying.

Taking a round number, let us say that the amount invested was \$100 net, and the net profit at your retail price was 33 1-3 per cent. Now all you have saved is 10 per cent. = \$10.

Suppose, now, you had bought only \$10 worth of this staple and put the other \$90 into some low priced fancy or sundry goods that would hit the "masses," as the general public is too often miscalled.

See how many times you can "turn" that \$90 in a year and keep track of its working and the profits that it piles up in the turning process.

Try to turn it once each month. That's a high mark, but it is possible to reach it, and if you come anywhere near reaching it you will have had an interesting experience and a practical lesson in the art of merchandising that will be worth far more than the hard hustling that it cost.

Have a series of monthly sales of some one article or line of goods. Go into the market and get something of extra good value, mark the goods at about one-third profit, and spend 10 per cent. (\$9) for extra advertising, in addition to the space now used.

If you use the newspapers, use circulars or cards in addition. Don't spend much money on these circulars, but do not use the ordinary cheap snipes. A fair grade of coated paper and good ink, or thin card of a size that, folded once, will go into a No. 6 envelope. One of the new and distinctive type styles will give "tone" to the cheapest job, such type faces as "Cheltenham," "Tabard," or "Rugged Bold."

One circular to every five to ten inhabitants of the territory to be covered is about right; 1,000 circulars to distribute in a population of 5,000 to 10,000, the variation being dependent upon density and character of population.

A Rising Standard.

A writer in the Inland Printer observes that all along the line, from the cheapest patent medicine advertising up to the best magazines and books, in catalogues, booklets and the like, a steady progressive tendency toward a higher standard of workmanship and even art is everywhere manifest.

Where tradesmen were formerly satisfied with dodgers printed from battered type and with the poorest of cuts, now they are using booklets highly illustrated with superb half-tones and often even designs in color, all done in exquisite taste.

Printers are giving more and more attention to the harmony of stock, type, cuts and colors.

By familiarity with good printing the public taste has been elevated to a point where poor printing arouses naught but disgust.

This means the gradual extinction of the incompetent printer and the ultimate centering of the best trade in the hands of able men capable of meeting these altered conditions.

In every city can be found old, worn out plants, whose proprietors have in years gone by enjoyed a thriving trade; but now that trade has slipped from their grasp because they have not kept pace with the newer order of things. Such shops are sad but effective object lessons.

Better printing does not mean fancy printing, or even catering to a supposedly finer class of trade.

The rising standard in printing does mean, however, that every printer in whatever line of work he may be engaged must do better work to-day than he did a few years ago, and that next year he must do still better, or in no long time he will have one of those passé plants, where the unused case and the unused press are marking time, awaiting ultimate failure.

Mr. Ferrier's Novel Ad Scheme.

After the large plate glass in the show window of John W. Ferrier's Long Acre Pharmacy, at Broadway and Forty-third street, was broken by the wind and the window had been boarded up temporarily, Mr. Ferrier had to spend so much time explaining the matter that he conceived the idea of posting bulletins, answering in advance all kinds of questions of curiosity seekers. Some of the explanatory bulletins read as follows:

- "The wind did it."
- "Nobody was hurt."
- "It happened at 8.30 a.m."
- "The glass cost \$167."
- "Another plate will be put in soon."
- "The cold cream wasn't spoiled."
- "Nobody was to blame."
- "No arrests were made."
- "We are still doing business."

The posting of these scraps of information about the disaster seemed to amuse a large crowd, so that before long it was necessary for a policeman to make the curiosity seekers move on to keep the sidewalk clear.

Mr. Ferrier's business did not suffer.

Drugs Wanted for the Panama Canal Builders.

The Isthmian Canal Commission has prepared a printed form for proposals, and invites bids upon some 312 drugs and medicinal preparations, all of which are required to come up to the United States army standards. Telegraphic bids will not be accepted, and all dealers who are interested and who propose to bid are invited to write to the Isthmian Canal Committee, Washington, D. C., for a copy of the blank. These proposals will be received up to 12 o'clock on the first day of December, at which time they will be open to the public. All bids must be accompanied by certified checks for the amount of 10 per cent. of the aggregate bid to be held as security.

Clipped From Current Advertising.

Remember

We are headquarters for Football Goods. We carry the most complete line of these goods shown in our city. Our prices are sure to please.

Seasonable.

The Elite Cold Cream and Perfect Skin Food

Guaranteed not to grow hair on the face. Most elegant of any skin food on the market. Smooths out wrinkles. Cures Blackheads and Eruptions of any kind.

Ladies find it the very nicest preparation ever for the toilet.

A fine Massage Cream. Gentlemen say it is just the proper application after shaving. Soft and soothing to the skin.

10c and 25c per jar, at "The Medicine Shop."

Good Point. Petrolatum Makes Hair Grow on Skin; Vegetable Oils Do Not.

Ever Hear of Amsterdam Cream?

It will make your hands and face as soft, white and smooth as a year old babe's. It is put up in large bottles and sold by this store for advertising purposes at 15c the bottle. Acts like magic on chaps, rough skin, eczema and eruptions. After shaving it's a luxury. You can get it only at

Makes One Want to Hear About It.

We are making some very low prices on
Tooth Brushes
this week.

How Low? Must We Pay You a Visit to Find What You Consider to Be "Low Prices?"

Here! Here!

Have you tried our Extract Vanilla? Don't fail to do so. It's pure 99½ per cent. Vanilla. Our Spices, our Cream Tartar, our Soda are what you want for good housekeeping. In the meantime, if you want Flowers, we have them for you.

Our specialty:

Good Ad on a Good Subject.

At last the Japs have Taken—Peruna

Other people are taking our Cough Syrup. They are not tickled to death, because it stops that tickling.

A positive remedy for coughs, hoarseness and bronchial inflammation. Contains no opiates—but what's the use of talking about it? We make it ourselves—you know the rest.

D. E. MONROE & CO.,
The Temperance Drug Store,
Cor. Tejon and Bijou Sts.
'Phones 311 and 331.

The Funny Head Line Again.

The Longer We're Here

The better we like our new store on the old Warren Savings Bank corner. It "grows" on us. Grows in other ways, too. The stock is being increased and new lines added as fast as we see a demand. If you have not been in lately you do not realize what a complete drug store this is. And the larger room enables us to show our goods to such good advantage. There's not a need that drug stores supply but that you get the best quality of it by coming here. Don't wait till you need something before coming in—come any time. The oftener you come the more you will appreciate the new store.

Good Talk.

Hot Water Bags

The same make we have sold for 10 years. We have had bags returned to us to fit new washers to that we sold six years ago, and they were in perfect condition and good for another six. Of course we have no hesitation in guaranteeing bags of such proven qualities.

Time to Fire the First Gun in Your Hot Water Bag Campaign.

No Trouble Now

Liquid Velox Developer made just right. A little dilution with water and you are ready to print your summer snaps. These coming long winter nights—a good time to do it. We keep all the printing papers and keep them fresh.

The Pharmacist Should Give More Attention to Photo Trade.

See Our List of New Books, each 25 cents

Henty series, Alpine series, Young Folks' Library, Rugby series for boys, Welleley series for girls, Editha series, Bertha Clay series, etc., etc.

Low Priced Books Are a Good Side Line.

Pointed Paragraphs About Prescriptions

Promptness.—We are prompt in all that pertains to prescription filling.

We take all of the necessary time required to do the best work, but there are no unnecessary waits or delays.

This is worth thinking about when you are in a hurry.

Promptness Pays—Make a Point of It.

Prescription Prominence

When your prescription comes here it is filled as quickly as possible to do the best prescription work. You are not asked to wait an unnecessary length of time. We are glad to deliver it anywhere in town. No extra charge, of course.

Ask your doctor to leave it here.

Promptness Pays.

CONCERNING CLINICAL THERMOMETERS.

Much Interest on the Subject—Experience of Washington Retailers—Jobbers Promise to Co-operate—Dealers Approve of the Movement for Higher Standards.

We have been agreeably surprised to observe the widespread interest aroused by the article on Clinical Thermometers, which appeared in our last issue. It will be recalled that the examination of 61 thermometers showed that some 29 per cent. purchased in the open market varied so widely from the standards as to be rejected. We have received many letters both from dealers and manufacturers showing that our suggestion that greater care should be exercised in the purchase of these important instruments is already bearing fruit. We print below extracts from a few of the many letters received on the subject and refer to it at some length in our editorial columns:

THE PUBLIC AND THE MEDICAL PROFESSION NOT BLAMELESS.

We have read with much interest and satisfaction your article and editorial on "Inaccuracy of Clinical Thermometers."

We entirely agree in the opinion that the conditions of inaccuracy, as stated to have been found by the investigator in the thermometers examined, were deplorable, and that some remedy should be found and applied rigidly to prevent their continuance.

The general public and the medical profession who use such instruments are, however, not entirely blameless in this matter. The continued and constant demand made by them for cheapness has had its influence in bringing such conditions about.

Every responsible instrument dealer keeps in stock certified thermometers and other instruments that are first class and reliable, and he much prefers to sell this kind of instruments, and does sell them, to customers who appreciate them and ask for them, or ask and act upon the dealer's opinion in making the purchase.

There are so many customers, however, who demand a cheap article, and will listen to no explanation of why a good instrument, by the same name is worth a higher price, that the dealer is forced to keep the low grade kind in stock to meet such demand.

We mention this simply that both sides of this question may be considered, and that the campaign of education in the matter should be extended to the profession and the public to bring about the reform hoped for.

WM. H. ARMSTRONG & Co.

INDIANAPOLIS, IND.

THE NEED FOR THE UNITED STATES BUREAU OF STANDARDS.

We long since discovered the culpability that exists among a certain class of manufacturers of clinical thermometers, and we have from that time taken steps to protect ourselves and our patrons against the fraud, incompetency, greed and the wilful or ignorant practices of such concerns, by resorting to the National Bureau of Standards.

We first woke up to the inaccuracy of the average clinical thermometer when one of our firm, who had been laid up with pleurisy, found after returning to his duties at the store that according to his thermometer, one of a grade costing us \$7 per dozen, he had quite a temperature, and this led us to try the instrument on several of our employees, all of whom were found to have fever, thus proving the thermometer very faulty.

We first thought the instrument might be old, thus causing its register to change, so we placed an order for a half gross with the same firm that made the inaccurate one, and when these arrived, we at once shipped a half dozen of them to Yale, and requested that these be certified, and the instruments were returned from the observatory with certificates showing them to be from two-tenths to five-tenths variation from standard.

The facts were presented to the manufacturers, who took refuge in the claim that they did not use Yale standards, which seemed to us a flimsy excuse and a most unsatisfactory one.

Just about that time, Dr. E. E. Ewell, Assistant Chemist, Agricultural Department, called on us and requested a letter to

Senator McMillan, who was chairman of the committee, setting forth the urgent need for the establishment of a National Bureau of Standards, and we responded to his request, having fresh in mind our recent experience, as set forth above.

As you know, the next session of Congress brought the first appropriation for a National Bureau of Standards, much pressure having been brought to bear on Congress from all over the country. Even after the establishment of the new bureau, we experienced much difficulty in securing the co-operation of some of the manufacturers of clinical thermometers, who seemed generally shy of the bureau, but one firm responded very nicely in a little while, and agreed to give us the goods we demanded, namely, those that corresponded with the National Bureau of Standards standards. Other manufacturers have since dropped into line, and we have confined all our purchases to these. From every lot of clinicals we receive, we send one dozen to the N. B. S. for certification, and this method keeps close check on the makers, and we are glad to say we have no cause for complaint, as you will see from the two certificates herewith inclosed, the yellow ones being supplied with the instruments by factory and the other being issued by the National Bureau of Standards, and they correspond exactly.

We pride ourselves on the fact that we are the first retailers absolutely who started the movement, and we feel we are entitled to some share of the credit of causing makers of clinicals to raise their standard of quality.

We will not extend this communication to greater length, though we could tell you further facts in the matter, but you will see we are trying to put out the right kind of goods.

WASHINGTON, D. C.

Z. D. GILMAN.

SURPRISED AT CONDITIONS.

We are sometimes told by customers that they can buy one-half and one minute certified clinical thermometers for 25 cents. If this be a fact, we are not surprised at the inaccuracy of many thermometers on the market. We wish you success in your efforts to improve the quality of these goods.

NEW YORK.

WM. B. RIKE & SON Co.

WILL LEND THEIR AID.

We heartily agree with your efforts in the direction of the improvement of the standard of thermometers, and shall lend our efforts to the sale of only accurate thermometers in our territory.

THE BAILEY DRUG COMPANY.

ZANESVILLE, OHIO.

APPROBATION FROM BALTIMORE.

You know how much interest the writer took in your paper on clinical thermometers when it was read at Kansas City, and he has since read it very carefully in the AMERICAN DRUGGIST. Only last night he was thinking it would be a good idea to have reprints of your paper and send them to physicians and hospitals.

Your work in this direction is certainly warranted and we hope it will bring about good results. It goes without saying we will do everything in our power to assist you in bringing about the reform you desire and which is so necessary.

BALTIMORE, Md.

HYNSON, WESTCOTT & Co.

The District of Columbia Board.

The examinations held by the Commissioners of Pharmacy of the District of Columbia, on October 10, resulted in registering W. L. Smith, J. F. Arth, and G. H. Pleasant. Seven others failed to make the necessary rating. The secretary, Henry A. Johnston, Phar.D., 1221 New Jersey avenue, Northwest, announces that the next examination will be held on the second Monday in January. Candidates are required to file their applications with the secretary, together with the fee provided by law, not later than the Monday preceding the date of the examination.

LONDON LETTER.

Interest in the American Tour of the Society of Chemical Industry—Enterprising Showmen Utilize Scientific Discoveries—The Minor Examination of the Pharmaceutical Society—Proposed C. O. D. Postal System—Success of the Banquet to W. S. Glyn-Jones.

(From our Regular Correspondent.)

London, October 14, 1904.—The doings of the Society of Chemical Industry in America have been a theme of more than passing interest to the general public of this country. The fact that Sir William Ramsay was president, and the curiosity as to what his address would disclose, kept excitement at white heat. For Sir William has bulked largely in the public eye since his discoveries in regard to radium and in recent years he has shared with Sir James Dewar the crown of popularity in science. While Sir James Dewar's researches in low temperatures have not been quite so generally understood, yet they have provided one or more enterprising showmen with the means of livelihood. There is at present in a London music hall a "Magic Kettle" which boils on ice, petrifies all that is cooked in it and generally mystifies the multitude. Professor Dewar is probably responsible for the inception of that kettle, but Professor Ramsay, on the other hand, has been the indirect means of supplying many jaded penny-a-liners with sensational radium "copy," and more quasi-scientific lecturers with the wherewithal to astonish and delight their audiences. Thus new disclosures from the radium expert were anticipated, only to be partly realized.

Sir William's remarks on the examination system were an elaboration of opinions expressed by him last year at a dinner given to the students of the Metropolitan College of Pharmacy, at which he presided. On that occasion he expressed his disbelief in the "spoon feeding" system of teaching chemistry and his contempt for the system of formal examinations so much in vogue. He indicated a decided preference for the American system of class examinations, the total number of units entitling the examinee to a degree. "There may be one advantage," he said, "in summing up one's information at the end, but most people are not made that way. This common-sense view of looking at the question is gaining ground, even in this conservative country. The valuelessness, so to speak, of a university degree *per se* for the practical battle of life is slowly but surely becoming recognized, although it still comes with a severe shock to the orthodox to be told that brilliant medalists, scholarship snatchers and degree takers are merely persons who have "a parrot-like ability to repeat what has been told them, and a knack in gauging the idiosyncrasies of an examiner." That pronouncement must be as a balm of Gilead to many a "plucked" man in pharmacy, for of all examinations the pharmaceutical qualifying examination is one of the most unsatisfactory.

The Minor examination has been unkindly, but obviously not without truth, characterized as the financial mainstay of the Pharmaceutical Society. The revenue from examination fees has been the means of keeping the pot boiling for years. Not so long ago three guineas were required from each candidate before he could sit for his Minor. Then the fee was raised to five guineas, and a few years after to ten guineas (over \$50), at which figure it now remains. These examinations are held four times yearly and an average of, perhaps, 150 students go up for each examination. It is a singular and hitherto unexplained coincidence that the total number of passes at any examination rarely exceeds 34 per cent. This applies to all examinations for many years past, and it seems extraordinary that the proportion of failures should be so consistently uniform. At the examinations last month the percentage of passes was slightly higher (53 out of 130), but it

seems feasible to imagine that a larger pass and a better finished product could be secured by a more intelligent and less "crammy" system of examination. It is questionable, however, if a less bureaucratic form of examination would provide so remunerative a revenue. That is, of course, quite another story.

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Considerable commotion has been occasioned among chemists recently by the proposed introduction into this country of a cash-on-delivery system to be worked in connection with the Post Office. The Postmaster General, Lord Stanley, and his advisers are apparently determined on the introduction of the system, which is condemned by all small traders. It is pointed out that while the C. O. D. system would be an undoubted advantage to the large departmental stores and big firms with a postal connection, it would tell severely on the little man; as a matter of fact, the little man would be wiped out of existence. Great Britain, the opponents of the proposals argue, is a small country with an elaborate system of supply stores dotted over the land. There is not the necessity for the institution of such a system that there would be in a large country with insufficient facilities for supplying the needs of the population. C. O. D. would encourage the centralization of retail businesses in the metropolis and in large centers, and would discourage, if not abolish the retailer in provincial towns, a useful and independent citizen who takes his part in the civic life of his community. In short, it would be playing into the hands of the corporate stores, and the evils of limited liability trading are felt too acutely by chemists now to need further encouragement.

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Local chambers of commerce have been passing resolutions of condemnation. Chemists' associations are following suit. At the last meeting of the Pharmaceutical Council a resolution of protest was passed on the motion of Alfred Charles Wooton, chairman of the Parliamentary Committee, and it was agreed to memorialize the Postmaster General against the C. O. D. proposals. The Proprietary Articles Trade Association and the Federation of Local Pharmaceutical Associations have also memorialized, so that his Lordship, the Postmaster General, is not to have it all his own way. But it is perfectly evident that the postal officials have made up their minds on the matter, and that it will take an opposition of a good deal more influential a character than chemists can produce to stop the introduction of the system. It is suggested that the Post Office officials, like most other Government officials, are, to a man, members of either the Civil Service or the Army and Navy Stores, and that consequently they are not uninterested. Such is the distressing skepticism of the age. No longer is the "white flower of a blameless life" admitted even to our rulers and public officials.

* * * * *

The banquet to William S. Glyn-Jones took place at the Hotel Cecil, London, On October 5. It was a gigantic success. There were nearly 200 present, representing all classes of the manufacturing, jobbing and retailing sections of pharmacy. The president of the Pharmaceutical Society, Richard A. Robinson, made an admirable chairman, and Mr. Glyn-Jones's colleagues on the council (with the exception of two) were present to do him honor. It is suggestive of the healthy tone of public pharmaceutical life that, in spite of oppositions and animosities in the past, those to whom Mr. Glyn-Jones has been most antagonistic in pharmaceutical politics were his heartiest supporters on the occasion. President Robinson, in proposing the health of the guest of the evening, made a felicitous and manly speech. He wound up his remarks by presenting to Mr. Glyn-Jones an album containing the signatures of the subscribers to the testimonial fund and a check for £550. To his wife the subscribers gave a handsome gold watch and chain. This last was a graceful, thoughtful and kindly act, and one which touched the recipient more deeply, perhaps, than all else. The demonstration was a fitting tribute to the first milestone in an exceptional career. The speeches were of a high order in each case.

The public analysts have found new game. At Marlborough last week the widow of a chemist was haled before her betters—that is to say, the local justices—for selling reduced iron which the county analyst certified to contain 1 grain of arsenic per ounce. The case was defended by Cyril H. Kirby, the expert attorney who has made drug adulterations a specialty. Mr. Kirby it was who carried through the ammoniated quinine case that sealed the popularity of Glyn-Jones with his fellows, and he is solicitor to the Chemists' Defence Association. He brought scientific evidence to prove, in the first place, that all reduced iron contained a certain quantity of arsenic, and secondly, that 1 grain of arsenic in 1 ounce of reduced iron was not injurious to health. The medical expert witness was Dr. Nestor Tirard, secretary of the Pharmacopœia Compilation Committee. Dr. Tirard said he was perfectly cognizant of the fact that all reduced iron contained a certain amount of arsenic, even when he assisted at the compilation of the 1898 edition of the British Pharmacopœia. The United States Pharmacopœia was before him at the time, and in that there was a test for arsenic in reduced iron, but, for certain reasons, that test was not introduced into the British Pharmacopœia. In the end the magistrates decided to dismiss the case, each party to pay its own costs; they hoped the publicity given to the case would be a warning to chemists "to stop the practice."

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The Pharmaceutical Society of Ireland, as represented by its Council, has a reputation for turbulence beside which the more stolid British body "pales its ineffectual fires." Probably this reputation is traditional and calculated to keep up the proverbial fiction of the liking of Irishmen all the world over for a "scrap." At any rate the Irish pharmacists are as fine a set of good fellows as any Saxon could hope to meet, and the Irish contingent at B. P. C. gatherings is the most popular and most sought after. But as the time for the annual meeting of the Pharmaceutical Society of Ireland approaches there are rumors of war in the air and the political atmosphere becomes electric. As a rule there is some rather straight talking in the way of criticism of the Council at these gatherings which engenders a certain amount of heat. On occasion there is a lurid interchange of incivilities, consequent upon the simmering of inflammable sauces and the gentle murmur of the pharmaco-political stew pan becomes a series of explosions which for a time look as if they would wreck the pharmaceutical kitchen. But it ends, as always, in good humor, and the severest and most outspoken critics are the first to propose votes of thanks to the most despicable objects of their criticism. One of the most persistent critics of the affairs of the society is John I. Bernard, once a member of the Council. Mr. Bernard never fails to raise the temperature at the annual meetings and at the last meeting, held on October 3, Mr. Bernard was in good form.

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The most able of the councilors is perhaps William F. Wells. For many years Mr. Wells, who is a model pharmacist, has been a beacon light in Irish pharmaceutical affairs, and his knowledge of the legal and practical working of the Pharmacy Acts of Ireland, his business capacity and his absolute conscientiousness have made him respected by all his colleagues. Mr. Wells is a hard and straight hitter, and as aggressive as any Irishman born. His well-known propensity for doing, without fear or favor, what he considers right and just has earned him many friends and, probably, not a few enemies. He was president of the society from 1895 to 1897, and these were stirring times. A few years ago he resigned and Lower Mount Street, Dublin, missed a strong personality. But it was not for long, for three years ago a further question of principle agitated Irish pharmaceutical affairs and Mr. Wells, consenting, was once more triumphantly returned to the scene of his former labors. Last year he was vice-president and this year he has again been elected president in succession to Johnston Montgomery of Belfast. The vice-president is James A. Walsh, a physician and surgeon as well as a pharmacist.

THE WHOLESALERS' MEETING.

Plans of the Meeting—Banner Attendance Expected—To Banquet at the St. Charles.

(From our Regular Correspondent.)

New Orleans, La., November 3.—The local committee in charge of arrangements for the coming convention of the N. W. D. A. has arranged with the St. Charles Hotel for the accommodation of many delegates and ladies. Present indications point to a banner attendance. It is hoped by the committee to make this convention one of the largest and most notable ever held. At a recent conference it was definitely decided to hold the banquet at the St. Charles Hotel. The convention begins Monday, November 14, but no business sessions will be held until the next morning.

The programme is reproduced below from an earlier issue. All delegates and visitors will be accommodated at the St. Charles Hotel, arrangements having been made with the management of this house to accommodate them.

The programme follows:

First Day—Monday, November 14.

11 a.m., ride to Audubon Park, visit to Horticultural Hall, etc. Afternoon tea, St. Charles Hotel. 8 p.m., smoker, Y. M. G. C.

Second Day—Tuesday, November 15.

9.30 a.m., first session N. W. D. A., St. Charles Hotel Assembly Hall. 2 p.m., second session N. W. D. A. 10 a.m., New Orleans from a trolley car, for the ladies. 9 p.m., reception by President Shoemaker, St. Charles Hotel Palm Garden.

Third Day—Wednesday, November 16.

9.30 a.m., third session N. W. D. A. 2 p.m., fourth session N. W. D. A. 10 a.m., jaunt through French town, including visit to old French Market, Spanish Cabildo, old Cathedral, etc. 8 p.m., theater party, Tulane Theater.

Fourth Day—Thursday, November 17.

9.30 a.m., fifth session N. W. D. A. 2 p.m., carriage drive through city parks, etc. 8 p.m., card party for ladies, St. Charles Hotel. 7.30 p.m., banquet.

Fifth Day—Friday, November 18.

10 a.m., excursion on the Mississippi River to Ellington Suvar Plantation, showing the process of sugar making, illustration of plantation life, singing of plantation melodies, etc. Luncheon will be served on board the steamer. 8 p.m., installation of officers at St. Charles Hotel.

Sixth Day—Saturday, November 19.

This day will be left open for the arrangement of individual trips to Gulf Coast points, Chalmette Battle Ground (battle of New Orleans, 1815, old Spanish fort, etc., according to the wishes of the visitors. Cards will be issued to New Orleans clubs.

CANADIAN NEWS.

Canadian Section of the S. C. I.—Druggist Killed While Hunting—Insufficient Accommodations at the Ontario College.

(From our Regular Correspondent.)

Toronto, November 3.

The Canadian Section of the Society of Chemical Industry have arranged for a series of evening dinners to be followed by discussions on topics of interest to manufacturers. The first of the series was held on October 27, F. J. Small presiding, a number of representative manufacturers being present. The subject for discussion was "Smoke Consumers and Fuel Gases." A paper on the scientific side of the question was read by Prof. W. B. Cohoe, of McMaster University, and James Milne gave a technical review of smoke consumers and fuel economizers.

A DRUGGIST SHOT ACCIDENTALLY.

Harold Wallis, a popular young druggist of Port Arthur, Ontario, formerly of Paris, Ontario, was accidentally shot and killed on October 16 at Pigeon River, where he was spending his vacation hunting in company with Charles Freeland. Freeland took a shot with a revolver at some partridges, but the weapon hung fire, and while Wallis was examining it it went off, the bullet striking him over the eye. He died in 15 minutes. He had been for two years manager of Crooks & Co.'s drug store, Port Arthur, and was a prominent citizen.

NO ROOM FOR MORE STUDENTS.

Owing to the lack of accommodation at the Ontario College of Pharmacy, Toronto, no fewer than 45 applications from would-be students this session have been declined. There are already 35 applications for the session of 1905-6. The number of students admitted this year is 140.

COMMENT ON THE ST. LOUIS MEETING.

Prominent Representatives of the Wholesale and Retail Trade Discuss the Work Transacted, the Outlook for the Direct Contract Plan, and How the Larger Cities Shall Be Organized.

Commenting on the action taken at the recent N. A. R. D. convention in St. Louis and the avowed intention of some of the leading manufacturers to adopt and enforce the serial numbering and contract plan, William C. Anderson, of Brooklyn, who participated actively in the work of the convention, said to a representative of the AMERICAN DRUGGIST that the action taken was highly important and gave promise of accomplishing beneficial results in a renewed effort to curb the cut-rate evil.

MANUFACTURERS HAVE PROVED THEIR LOYALTY.

"The manufacturers who agreed to adopt the serial numbering and contract plan as far as the jobber, proved their loyalty to the movement when they promised to go further than ever before in an effort to combat the cutting of prices. They made an honest effort under the Washington Promise Plan, but when they found that that system did not and would not accomplish all that they had hoped to accomplish, they took even more radical ground and expressed willingness to try a plan which means a great deal of additional trouble and expense to them. They certainly deserve much credit, and it now remains for retail druggists to give them active support."

THE GREAT PROBLEM IN NEW YORK.

"How will the new plan be put into operation in Greater New York?" was asked. "Will the existing local pharmaceutical organizations co-operate with the N. A. R. D., or will the latter try to effect a new organization of druggists here?"

"That is a matter which I think has not been definitely settled," replied Dr. Anderson. "My personal opinion is that it would be better for the N. A. R. D. to take the existing local organizations as a nucleus in the undertaking to secure a minimum schedule of prices, etc., rather than to attempt to organize the druggists of Greater New York irrespective of their affiliation with the old associations. I think the N. A. R. D. will find the various associations ready and willing to co-operate and do all in their power to help the cause along under the new plan, especially since leading manufacturers are back of it. As to adopting a minimum price schedule, such a schedule, to start with, would probably only cover the proprietary articles made by the manufacturers in the agreement; but the schedule could be extended to other articles as other manufacturers join the movement."

Dr. Anderson expressed confidence in the serial numbering and contract plan as a remedy for the cut-rate evil; he considered it the only solution of the problem.

VIEWS OF DR. MUIR.

William Muir, of Brooklyn, who also attended the N. A. R. D. convention, spoke enthusiastically of the outcome of the convention as to the new plan for eliminating or checking the cut-rate evil. "Some of the largest manufacturers of proprietary medicines," said he, "have proven their sincerity, and it is now up to the retail druggists of the country to do their part in helping the manufacturers to carry out their agreement."

THE INCREASE IN DUES.

The raising of the N. A. R. D. dues has been criticised somewhat in retail drug circles here, although it does not affect pharmaceutical associations in this city as much as it does those in other sections. Some druggists here claim that it would be far better to have a larger membership in the N. A. R. D. at lower dues than a small membership with higher dues, on the principle that members count and carry more weight. Some associations are not now members of the N. A. R. D., while others which are members have not been paying dues on the basis of their full membership. It is argued that the latter arrangement is rather inconsistent and unbusinesslike. The raising of the dues, it is claimed, will make matters even worse in this respect.

NEW YORK JOBBERS SOLIDLY AGAINST THE PLAN.

New York jobbers apparently do not take kindly to the serial numbering and contract plan proposed by the manufacturers. They vigorously objected to the adoption of the Miles plan, but finally agreed to it, largely because it covered only one line of goods, and the Miles people granted them some concession to offset the additional expense and trouble entailed by the system.

A representative of one of the largest jobbing houses in this city, whose remarks are known to reflect the views of other jobbers here, said:

"Not a jobber in this city will agree to it, and jobbers in other cities have told me they also cannot and will not adopt the manufacturers' serial numbering and contract plan. If you will stop and figure out just what it means to us to enforce such a system on one line of goods alone, you will readily understand why we object to putting it into effect on a number of proprietaries. Even the allowance of an additional 5 per cent. by the manufacturers would not compensate the jobber for the extra trouble and expense in clerk hire, etc., which the proposed plan would entail. It would mean a complete change in our methods of doing business."

WHAT IT WOULD MEAN WITH A BIG SELLER.

"Take Peruna, for instance: We buy that by the carload. How are we going to keep track of every bottle we sell and watch out that we don't sell it to cutters? When you come to multiply this by the number of manufacturers in the agreement, the extra trouble and expense becomes almost incomprehensible to one not in the jobbing business. Suppose a clerk sells some of the serial numbering goods to a customer and it turns out that that customer bought the goods for a cutter. We get the blame and pay the penalty. Furthermore, how is this plan going to stop any proprietor of a cut-rate establishment from sending clerks out to buy the serial numbered goods at the minimum price from any druggist, and then selling them below that price—at any figure he chooses—simply as a 'drive,' or as an advertisement? There are concerns that would do this; in fact, have informed me that they will do it. They would lose money, of course, but they don't consider it a loss; they consider it a good advertisement, and the money 'lost' is the same to them as if they had paid that amount out in regular advertising. But if they get goods that way, is the jobber going to be held responsible, or even the retailer who sold the goods at the minimum price to the cutter's clerks? How would the latter know he was selling to a cutter?"

"The serial numbering plan won't 'go' with the jobbers here. A much better plan—and to my mind the only one that will stop or check the cut-rate evil—is that adopted by the Cascaret people—namely, giving a bonus to the retailer for maintaining the manufacturer's price."

Oklahoma Not Yet a State.

F. B. Lillie, of Guthrie, Okla., says in a letter to the editor that we gave the impression in our October 17 issue that Oklahoma had advanced to Statehood. He advises us that his statement in regard to this was that the next star on our flag would represent Oklahoma.

New Hampshire Commission of Pharmacy.

The annual meeting of the New Hampshire Commission of Pharmacy was held at the State House, Concord, on Wednesday, October 26. Dr. Edward H. Currier, of Manchester, was elected president; Geo. F. Underhill, of Concord, secretary and treasurer, and Ben O. Aldrich, of Keene, auditor.

The successful candidates for the senior examination were Joseph A. Flynn, Lawrence, Mass., and George C. Stone, Dover, N. H. For the junior examination Arthur Thompson, of Concord, was successful. The second quarterly meeting will be held at Manchester, Wednesday, January 25, 1906.

LATE NOTES OF THE N. A. R. D MEETING.

The sixth annual convention of the N. A. R. D. adjourned on Friday afternoon, October 14, shortly after two o'clock, and the **AMERICAN DRUGGIST** went to press the same afternoon with the complete illustrated account of the proceedings, with which our readers are now familiar. While the editors would have preferred more time for the preparation of the report, in order to give more extensive extracts from the many able speeches made at the closing session, nothing that was essential was sacrificed to the exigencies of a telegraphic story, and the subscribers of the **AMERICAN DRUGGIST** had the satisfaction of being placed in possession of the news pertaining to what transpired at the convention at least four days in advance of others.

The selection of the Hotel Epworth as headquarters of the association showed wisdom on the part of those responsible for the choice. The hotel is within easy walking distance of two of the principal entrances to the Exposition grounds, and is still remote enough from amusement centers to obviate interference with the business sessions. The hotel has a fine convention hall which was just large enough to accommodate the unexpectedly heavy attendance. The acoustic properties of the hall were good, and no discomfort was experienced through draughts or noises. The hotel is a permanent building which is to be converted into a private hospital after the Exposition is closed. It is likely then that the hall in which the busi-



THREE PROMINENT N. A. R. D. MEN.

George McDuff, New Orleans; Ex-Presidents Pritchard and Seeley.

ness of the N. A. R. D. was transacted will become a theatre for surgical operations and for the demonstration of cases.

The hotel is under very efficient management. Some complaint was made by several of the members regarding the size of the rooms, but it would be a strange gathering that did not contain a grumbler or two, and the great majority of the delegates expressed their satisfaction with their quarters and the dining arrangements.

The visiting druggists were shown numerous courtesies by Major H. L. Kramer, of Cascaret fame. On the day of the trolley ride he placed the private car "Mabel," belonging to the Lewis Publishing Company, of which he is vice-president, at the disposal of the women folk in the party, and our engraving from a snap shot of the car shows Major Kramer standing alongside the steps, while A. H. Beardsley, of the Miles Medical Company, famous as the first firm to adopt the direct contract and serial numbering plan, is seen standing on the steps.

The women in the party included: Mrs. W. H. Gale, Chicago; Miss Helen M. Boynton, Milwaukee; Mrs. W. Gerdes, Pittsburgh; Mrs. S. B. Hughes, Pittsburgh; Mrs. J. C. Gallagher, Jersey City; Mrs. E. D. Grenslet, Sparta, Ill.; Mrs. T. J. Keenan, New York; Miss Lulu Richardson, New Castle, Pa.; Miss Abigail M. Pritchard, McKeesport, Pa.; Miss Clara

E. Weltzel, Pittsburg; Miss Edna R. Dice, Allegheny, Pa. Several prominent delegates, newspaper men and personal friends of Major Kramer also accompanied the party.

The objective point of the trolley ride was the Anheuser-



Major Kramer's Private Car "Mabel," A. H. Beardsley on the Steps and Major Kramer Alongside.

Busch Brewery, which bears the distinction of being the largest brewery in the world. Souvenirs were distributed here, among others being the music and words of "Under the Anheuser-Busch."

After leaving the brewery, the delegates and visitors were taken to the establishment of the Meyer Brothers Drug Company, where a champagne luncheon was served, the visitors being previously shown over the several departments by guides. The inspection of the plant of the Meyer Brothers Drug Company and the luncheon which followed were voted the most enjoyable of all the entertainment features.

Eli Lilly & Co., of Indianapolis, extended a pressing invitation to the delegates and visitors through Colonel John W. Lowe to visit their establishment at Indianapolis, and several of those in attendance accepted.

The Welch Grape Juice Company, of Westfield, N. Y., had a representative in pretty constant attendance upon the sittings of the N. A. R. D., and the firm secured much valuable advertising by the distribution of books of tickets to the delegates, entitling holders to an unlimited number of glasses of



The Welch Grape Juice Building at the End of the Pike, a Favorite Rendezvous for N. A. R. D.'rs.

Welch's Grape Juice at any of the six stations within the Exposition grounds. The tickets were not always necessary, either, for as soon as a N. A. R. D. delegate was recognized by his badge he was given the freedom of the booth. The delegates and visitors were very grateful for the many courtesies

extended to them by Mr. Wolcott, the Welch Grape Juice Company's general manager on the grounds. The excellent showing made by the firm is indicated by the appearance of the booth at the east end of the Pike, which the AMERICAN DRUGGIST man snapshotted in passing.

THAT SUNDAY REST RESOLUTION.

The resolution adopted by the convention with regard to Sunday rest read as follows:

Whereas, The druggists of the United States recognize the need of a weekly rest day for themselves and their employees; and,

Whereas, Most of the States in our Union have laws prohibiting the doing of unnecessary work on the Holy Sabbath day; therefore, be it

Resolved, That we, the delegates to the National Association of Retail Druggists, in convention assembled, in the city of St. Louis, Mo., October 13, 1904, hereby fraternally request all druggists to lessen their Sunday business by confining their Sunday trade strictly to "work of necessity and mercy."

The resolution was introduced by J. G. Bone, of Dunmore, Pa., one of the Pennsylvania delegates. Efforts were made to amend and afterward to kill it, but Mr. Bone insisted on immediate action and finally the resolution was adopted without a dissenting vote.

PREREQUISITE CLAUSE REGULATIONS.

A Conference of College Representatives, Board Members and Regents Results in Formulation of Requirements—Mathematics to Be Included in the Twelve Counts—Some Details Adjusted—Minimum Qualifications Established—Law Will Not Apply to Students Who Matriculate Before November 15.

An important conference was held in Albany on October 25 between representatives of the New York State Board of Pharmacy, the Board of Regents and colleges of pharmacy, to work out certain necessary details in connection with the enforcement of the Prerequisite Clause bill passed at the last session of the State Legislature. The meeting was attended by Dr. Willis G. Gregory, of Buffalo; Clarence O. Bigelow, of New York, and Warren L. Bradt, of Albany, president, vice-president and secretary, respectively, of the State Board of Pharmacy; Dr. Henry H. Rusby, of the New York College of Pharmacy; Dr. William C. Anderson, of the Brooklyn College of Pharmacy; Dr. Willis G. Tucker, of the Albany College of Pharmacy; Howard J. Rogers, First Assistant Commissioner of Education, and Dr. Henry L. Taylor.

CONSIDERING PROPOSED REQUIREMENTS.

Assistant Commissioner Rogers explained that the meeting was held in accordance with the wishes of the conference held on June 15; that in accordance with the expressed desire of that conference the Department of Education had secured from the schools and colleges of pharmacy of the United States copies of their annual announcements; that the courses of the leading schools had been studied with the result that a tentative outline of requirements for registration of pharmacy schools had been made and that same was ready for submission to those present for their consideration.

This outline was immediately taken up and gone over item by item, first, with a view to preparing a blank to be sent to schools without the State applying for registration; second, with a view to establishing minimum requirements which should be at least a tentative standard for the Education Department and the Board of Pharmacy for approving applications from and registering pharmacy schools.

FIXING THE MINIMUM STANDARD.

In fixing this minimum standard two principles were observed; first, not to discriminate against the schools of pharmacy of this State, and, second, the application of the medical statute by the Board of Regents.

THE REGISTRATION BLANK.

The following is the registration blank for schools of pharmacy as approved by the conference:

1. (a) Name of institution; (b) Date and place of incorporation.
2. (a) Separate real estate; (b) University or other real estate in use; (c) Furniture and equipment.
3. Annual receipts.
4. Annual expenditures.
5. Number of professors and instructors regularly employed.
6. Degrees conferred by your institution.
7. Number of graduates receiving above degree for each of the following years: 1904, 1903, 1902, 1901, 1900.
8. Number of students for each of the following years: 1904—First year course; second year course; third year course. 1903—First year course; second year course; third year course. 1902—First year course; second year course; third year course. 1901—First year course; second year course; third year course. 1900—First year course; second year course; third year course.
9. (a) Laboratories available for practice; (b) Student capacity for each.
10. Number of volumes in library.
11. Entrance: (a) Educational requirements; (b) Age and other requirements.
12. Requirements for graduation.
13. Length of course for each degree: (a) Number of years; (b) Weeks per year; (c) Hours per week; (d) Date of beginning and ending of school year.
14. Attach copy of schedule of instruction and time devoted to each subject.

MINIMUM QUALIFICATIONS ESTABLISHED.

Certain minimum qualifications were established at the conference as a guide for the Department of Education and the Board of Pharmacy in determining the claims of schools applying for registration; in other words, to aid the authorities in deciding what schools should be recognized by the regents. Some of these minimum qualifications were decided upon only after prolonged debate, while others were easier of solution. For instance, item No. 2 was settled only after quite an argument as to just what should constitute the value of a school. Some expressed the opinion that real estate alone would be sufficient. Dr. Anderson objected to this. He pointed out that it would be manifestly unfair and would unquestionably discriminate grossly against some schools. He said that the Brooklyn college owned its building; so did the New York college, and others, but there were lots of schools probably that did not own their buildings; not a few might be found that only rented quarters, and yet their equipment and facilities for turning out graduates in pharmacy might be just as good as those of other colleges which own their own buildings. It should not be a question of real estate alone, he said. In fact, what was even more important and essential was the school's apparatus and equipment. Every school to be recognized should not be lacking in these two especially. It was finally decided that \$5,000 should be the minimum value of the apparatus and equipment. It will be noticed also under item 2 that while provision is made for a statement as to a school's real estate, item 2 is subdivided in such a way as to show just what buildings a school may be renting or using, or what arrangements, if any, it may have with another institution of learning.

SCHOOLS MUST HAVE NOT LESS THAN THREE PROFESSORS.

Under item 5 the minimum qualifications provide that there shall be not less than three professors regularly employed in giving instruction. The point was made at the conference that no pharmacy school could be conducted properly and provide a proper course of instruction with less than three professors, and this minimum was adopted as a safeguard against institutions whose entire faculty might consist of one or two men.

Another and important minimum qualification, under item 9, is that there shall be practical work in not less than three laboratory courses—namely, Chemistry, Pharmacy and Materia Medica. The value of such a minimum requirement or qualification is obvious. Item 9 was subdivided into (a) and (b) so as to ascertain whether a school had adequate laboratory accommodations for its students, etc.

No school or college of pharmacy will be recognized by the regents which admits students under 17 years of age, that being the minimum age decided upon for admission.

As to requirements for graduation, item 12, 21 years was fixed as the minimum age, with satisfactory evidences of a good moral character. Any school not having these two requirements as to graduates will not be registered. Under item 13, the course of instruction for any one year must be not less than 25 weeks of 15 hours a week, and at least two months must intervene between the closing of the first year and the opening of the second year of the course.

LAW WILL NOT APPLY TO STUDENTS WHO MATRICULATE BEFORE NOVEMBER 15.

Much has been said recently of the possibility of escaping the requirements provided in the Prerequisite Clause by matriculating before the law takes effect on January 1, 1905. This point was brought up at the Albany conference and thoroughly discussed. Some were disposed to limit the time within which a matriculant should begin and finish his course. Both New York and Brooklyn, for instance, maintained that those who matriculate now should complete their course by the end of the college year 1907. Up-State interests, on the other hand, objected to such limitation. A compromise was therefore necessary, and it was finally decided that on November 15, 1904, each pharmacy school or college of the State should submit to the Department of Education a list of its matriculants for the current school year. It was figured out that the number of students in the various pharmacy schools who matriculated this fall and have not begun their work (having matriculated evidently to avoid the Prerequisite Clause requirements) was smaller than generally believed, it being estimated that there were only about 100 such students. It was thought that all schools would know by November 15 the number of matriculants likely to continue their course, and the presumption is that after that date no new matriculants (although it is not likely that there will be any) will be accepted by any of the schools this year.

THE QUESTION OF REGENTS' COUNTS.

Another important matter and one that presented many difficulties was the question of what subjects should constitute the 12 counts specified in the Prerequisite Clause. Developments at the conference proved conclusively that it would have been far better to omit from the law the exact number of counts to be required, leaving that matter to be settled by the Board of Regents. It will be recalled that the original bill, on the recommendation of Mr. Parsons, of the Board of Regents, did not specify the number of counts. Mr. Parsons told the committee of the State association that that matter was usually left to the regents. The history of how the 12 counts came to be included in the Prerequisite Clause is already familiar to the readers of the *AMERICAN DRUGGIST*; but, as already stated, the Albany conference the other day proved beyond a doubt the wisdom of the regents' recommendation to omit the exact number of counts from the law. At the very outset, when the conferees began to figure out what subjects should be required in 12 counts, it was found that the regents do not give any counts on elementary subjects which representatives of the schools considered absolutely essential. It was found that the regents gave counts only on the higher branches of these subjects—far beyond the knowledge of the average pharmacy student who would apply to the Board of Pharmacy for examination. It developed that what was really wanted and intended as a prerequisite requirement was an elementary knowledge of such subjects as arithmetic, geography, spelling, grammar, writing, etc., but the regents give no counts for such elementary knowledge and could not do so without changing the methods and system followed for years. It was found impossible to definitely fix upon subjects which should be required in the 12 counts; the only action possible was to prevail upon the Board of Regents to include mathematics in the 12 counts, and even to do this it will be necessary for the regents to provide a special examination. The conference unanimously passed a resolution requesting the regents to prepare a special examination on pharmaceutical arithmetic as one of the subjects in which a satisfactory examination must be passed under the provisions of the Prerequisite Clause. Decimal fractions, metric system and proportion were considered by the conference of special value in pharmacy work.

It was agreed that the Department of Education should at once prepare registration blanks and mail a copy of each blank, together with a copy of the law, to all pharmacy schools of the country; that such applications for registration as were received should be referred to the State Board of Pharmacy for approval at a meeting to be held in January, 1905, and that the question of appointing a committee on registration of schools, with

power to represent the board on matters pertaining to registry applications, be then submitted to the board.

Mr. Emanuel the Victim of a Conspiracy.

Louis Emanuel, of Pittsburgh, has furnished *The Western Pennsylvania Retail Druggist* with a statement of facts concerning the suit brought against him recently, in which he was charged with an illegal sale of cocaine. Everybody who has the slightest acquaintance with Mr. Emanuel knows that he is incapable of a mean or dishonorable action, and the *AMERICAN DRUGGIST* is convinced that in this case he has been the victim of a dastardly conspiracy. It is to be hoped that Mr. Emanuel will take steps to expose and punish the principal in the affair, who, it seems, is a fellow druggist, so lost to shame or sense of honor that he does not hesitate to conspire with a "coke fiend" to rob another druggist of his good name. Mr. Emanuel's statement follows:

About six weeks ago a colored man approached one of my clerks and told him, confidentially, that a clerk employed in a drug store a short distance out Fifth avenue had offered him "\$25 and all the 'coke' he wanted if he could purchase some cocaine at Emanuel's without a prescription." My clerk reported the matter to me, and, of course, the story did not excite my admiration, so I told my clerk to inform the colored man when he came in again that we would give him an opportunity to make the \$25 and at the same time secure evidence of conspiracy against the druggist who had made the offer, but that he would have to make an investment of \$5. The clerk was instructed to give the fellow half an ounce of acetanilid crystals and to label the package according to the chemical formula. In due course of time the man made several calls and it was arranged and clearly understood between the clerk and the purchaser that no cocaine was to figure in the transaction, but that acetanilid was to take its place. This is fully substantiated by the fact that the purchaser came to me on the day following the sale, requesting me not to tell that he knew he was not to get the "real stuff," because he was afraid the detectives would arrest him for fooling them.

At the hearing he swore positively that he asked for cocaine, and the detective, who was fully 30 feet distant from him, corroborated his statement. On the other hand, my clerk was just as positive in his sworn statement that the sale was clearly acetanilid. Every one who knows anything about a cocaine fiend, however, will understand that veracity is not one of his virtues.

Of course I greatly regret the outcome of the transaction, and had I been less irritated at the miserable attempt to entrap me, and had given the matter more deliberate consideration, I would have acted differently. It never occurred to me that so able and experienced a detective as McQuaide would so rashly jump at conclusions and bring suit without first ascertaining the nature of the article purchased. The action of the magistrate in twice postponing the hearing pending an analysis, and finally reserving his decision until the chemist should report, all tends to indicate that the prosecution was hasty and the entire proceeding unjustifiable. Respectfully yours,

LOUIS EMANUEL.

The Plaster Situation.

The current issue of Red Cross Notes contains a leaflet in which an appeal is made to the drug trade at large and the physicians for fair play during the present strained condition of trade in the plaster and dressings line. It is universally conceded that "the laborer is entitled to his hire," but we are told that some dealers have supplied other makes of goods when those made by J. & J. are wanted, and in some instances it has been reported that dealers have supplied various other makes with the statement that those of J. & J. were not to be had or that the ones supplied were those of the Red Cross make put up under the buyer's name, with the additional statement frequently that the goods offered are "just as good" or "just like J. & J.'s," etc.

Regardless of whatever construction the majority of right thinking druggists will place on this sort of practice, the makers of the Red Cross goods are very charitable in saying: "We do not wish to accuse our friends of deliberately attempting to injure our trade. . . . All we want is fair play." They state further that they feel entitled to the demand which they have created for their products, especially since they protect the trade in the maintenance of reasonable and fair prices, on

which point possibly every druggist will agree who has had dealings with this well-known firm, whose efforts for the advancement of the surgical art and in the production of dressing material are widely appreciated.

This appeal must commend itself as reasonable, especially when it is concluded by the straightforward request to every retail druggist to supply Red Cross goods, and those goods only, to customers when they are called for and when it is known that they are the kind that is wanted. We feel, therefore, that too much publicity cannot be given to this matter among the wholesale and retail trade.

NEW YORK PHARMACY LAW UNDER FIRE.

Conflicting Statutes and Make-up of the Board of Pharmacy Discussed at Manhattan Meeting.

Discussion on legislation was the principal feature of the last regular meeting of the Manhattan Pharmaceutical Association. The debate was started when Mr. Diner, on behalf of the Committee on Trade Interests, reported on the conference with Health Commissioner Darlington over the carbolic acid ordinance. A letter was read from the German Apothecaries' Society asking co-operation in a movement to secure a more liberal poison law and to obtain a pharmaceutical representative on the Board of Health, either through legislation or through appointment by the Mayor.

This furnished the theme for the first debate. President Collins declared that the Penal Code rendered the poison section of the Pharmacy Law void. Mr. Searles pointed out that the intention was not to amend either law, but to harmonize them. The courts, he said, at present ignore the Pharmacy Law and stand by the Penal Code. Secretary Hitchcock suggested that, in accordance with the decision of the Brighton Beach meeting, it would be well to confer with the Legislative Committee of the State Association before taking any action.

ANTICIPATING TROUBLE.

Secretary Swann then brought up several matters which he thought would in all probability come up in the future, and it was therefore advisable to have the association take action on same. He first called the association's attention to the claim that the present Board of Pharmacy, consisting of 15 members, is too large. There would probably be a movement, he said, to reduce the number to 5. The claim was also made, he said, that the members should be only licensed pharmacists conducting a retail business and that they should be appointed by the Governor.

Mr. Swann also contended that the

PRESENT PHARMACY LAW IS UNCONSTITUTIONAL

in that it discriminates against voters. An effort will be made, he said, to change the law so that every registered pharmacist will have a right to vote for members of the State board. He warned the members that efforts would probably be made by up-State druggists to repeal the Graduation Prerequisite Law. Mr. Swann further stated that he had heard that the Board of Health would take action on the question of wood alcohol, with the result that druggists might be taxed \$7.50 for a license, the same as for grain alcohol and whiskey.

Dr. Diekman said he thought there would be no opposition to reducing the size of the State board, but the difficulty was where to begin to cut. The up-State members would not be satisfied with less than three members and New York would be outvoted. Mr. Searles was of the same opinion. Conditions would not be changed by the reduction. The up-State interests are in the majority and would always outvote New York. He objected to appointment by the Governor. Politics, he said, would undoubtedly enter into such appointment, which would not be for the best interests of pharmacy. He thought the entire board should be chosen by the State Association. Mr. Hitchcock declared that the present method of voting was unconstitutional. The board, he thought, should be appointed by the Governor, the same as medical examiners are.

THE JERSEY METHOD FOR NEW YORK?

W. C. Alpers favored the New Jersey method. He urged a simpler plan for New York—namely, putting the entire matter in the hands of the Board of Regents. He contended that every man should have the right to join the State Association without the formality of a ballot, and the State board should be simply a committee of the association. Dr. Diekman thought that eventually there would be two parts to the State board—namely, the regents, who would have charge of the examinations and licensing, and the board proper, which would carry on the work of inspection. J. Maxwell Pringle thought that there would be no tax on wood alcohol, because the latter was produced and controlled by a powerful trust.

In discussing the Prerequisite question Dr. Diekman said that the scarcity of clerks, put forward by up-State druggists as an argument against the new law, was a very lame argument, since for years there had been such a scarcity. Furthermore, the law, he said, was not yet in effect, and it was too early to complain about its possible effects.

PHARMACISTS IN POLITICS.

Mr. Swann called attention to the fact that three pharmacists were running for office in the State election—namely, Dr. Henry Carey, Republican, Twelfth Congressional District; E. Caska, Republican, Twenty-sixth Congressional District, and William Muench, of Syracuse, nominated for State Treasurer on the Democratic ticket.

The meeting adjourned at about 10.30 p.m., after instructing the Entertainment Committee to prepare a collation for the meeting this month.

PHILADELPHIA PHARMACEUTICAL MEETING.

Pioneers in Pharmacy—Benjamin Franklin Interested in Pharmacy—Food Preservatives, Pro and Con.

(From our Regular Correspondent.)

Philadelphia, November 2.—The series of pharmaceutical meetings of the Philadelphia College of Pharmacy for 1904-05 was opened on Tuesday afternoon, October 18. Prof. Joseph P. Remington presided, and the attendance and the interest manifested in this first meeting augurs well for the present series.

M. I. Wilbert was the first speaker and showed a large number of lantern slides of the pioneers of pharmacy in this country, and also of some of the older pharmacies and other places of pharmaceutical and medical interest. In referring to the many sided Franklin, Mr. Wilbert said that it was surprising to know what an interest Franklin had taken in pharmacy, and that he was the first to record the history of pharmacy in this country. In his "Account of the Pennsylvania Hospital," published in 1754, he gave the first authentic record of the appointment of a pharmacist to dispense prescriptions. In addition Mr. Wilbert presented a large portrait of Daniel B. Smith, who was in reality the first editor of the *American Journal of Pharmacy*, to the Publication Committee.

Two papers on the subject of Food Preservatives, by Dr. Henry Leffmann and Dr. R. G. Eccles, respectively, were presented. Dr. Leffmann said among other things that it is probable that all forms of preserved food are less wholesome than fresh, and that even the cooking of proteid substances diminishes their digestibility. He stated that the preservation of food by artificial means is a necessity of civilized life, and that the question to be determined is which are the least harmful preservatives. He thought there was great need of further experimentation along this line.

Dr. Eccles stated that to advocate the use of preservatives in food is to advocate pure foods. He quoted statistics to show that in those parts of the country where preservatives are prohibited the death rate from intestinal diseases is far higher than in the remaining States. Among those taking part in the discussion of this paper were Samuel Troth, M. I. Wilbert, Charles H. La Wall and Henry Kraemer.

Obituary.

WILLIAM J. JENKS.

On October 21 William J. Jenks, one of the best known and most respected druggists of Philadelphia, died at his home in that city. His death was a great surprise and a sad blow to



his many friends in the drug trade not only in that city, but throughout the State. For 58 years Mr. Jenks had been connected with the Philadelphia College of Pharmacy as an officer, and during that time he had been instrumental in securing many improvements which have made this institution the leading college of pharmacy in the United States. Mr. Jenks was born on March 30, 1822, in Bucks County. His father, Michael H. Jenks, was Judge of the County Court and in 1844 was a member of Congress. When a boy Mr.

Jenks entered the employ of Smith & Hodson, who for many years conducted a drug store at Sixth and Arch streets. In 1842 he graduated from the Philadelphia College of Pharmacy and at once took a great interest in all pharmaceutical matters. His activity soon attracted attention and by 1846 he was well known and was elected a member of the college and in the same year became one of the trustees. Although he devoted considerable of his time to the affairs of the college he did not neglect his business, and till the time of his death he conducted a retail drug store on Market, near Fortieth street. At a special meeting of the college appropriate resolutions were passed and ordered to be presented to his remaining children. His wife has been dead some years.

WILLIAM CHATTAWAY, F.I.C.

The death occurred at St. Flacre, Cole Park, Twickenham, England, on October 7, of William Chattaway, fellow of the Institute of Chemistry, a pharmaceutical chemist and superintendent of the Apothecaries' Hall, London, at the early age of 43. The cause of Mr. Chattaway's premature and unlooked for death was collapse after an operation for appendicitis.

Mr. Chattaway was apprenticed to a Leicester chemist, who had also an extensive practice as an analyst, and he had as fellow apprentice here, Frédéric S. Mason (now of Fougere & Co., New York), who afterward became his brother-in-law. From Leicester Mr. Chattaway went to Paris, where he struck up a lifelong friendship with Chevreul, the centenarian chemist, who was the first to investigate the chemistry of fatty products. After returning to England Mr. Chattaway passed the minor and major examinations of the Pharmaceutical Society, and then went to Sheffield to the analytical laboratory of the late Alfred H. Allen, whose death was reported in the AMERICAN DRUGGIST a few months ago. He was associated with Mr. Allen for about nine years, being ultimately a partner in a branch laboratory opened by Mr. Allen in London.

In 1893 Mr. Chattaway was appointed superintendent of the Apothecaries' Hall, the wholesale and retail establishment carried on by that ancient body, the Society of Apothecaries. He was a public analyst for two municipal corporations, was a member of the Council of the Röntgen Society and of the Society of Public Analysts. He was a founder of the Therapeutic Society and a member of the Royal Institution.

When Dr. John Attfield resigned the position he had held for many years as "reporter" to the General Medical Council on the British Pharmacopœia the work was delegated to Mr. Chattaway, who prepared a noncritical "digest of researches and criticisms for the years 1899 to 1902." Mr. Chattaway was a man of cultured tastes and a scientific intellect, which promised good work for the future of chemistry in general and pharmaceutical chemistry in particular.

Norman H. McRae, druggist, of Fort William, Ont., died suddenly on the 19th ult. in his dispensing room, after taking

what he thought to be a drink of bromo-seltzer, but which proved to be poison. Mr. McRae had been in business on his own account in Fort William for about a year. He was only 25 years of age.

DIED.

BEACH.—In Malden, Mass., on Thursday, October 13, Amasa Beach, in the eighty-second year of his age.

BENTLEY.—In Washington, D. C., on Friday, October 21, Dr. George A. Bentley, in the sixty-fifth year of his age.

BROOKS.—In Derby, Conn., on Tuesday, October 25, C. B. Brooks.

CAMM.—In Bridgeton, N. J., on Sunday, October 30, Henry V. Camm, in the fifty-third year of his age.

CRANE.—In Somerville, Mass., on Saturday, October 23, Charles Henry Crane, in the sixty-first year of his age.

DALY.—In Baltimore, Md., on Monday, October 17, Martin A. Daly, in the fortieth year of his age.

DOUGLAS.—In Menno, S. D., on Monday, October 24, Wesley Douglas, in the fifty-fourth year of his age.

HECK.—In Memphis, Tenn., on Saturday, October 15, J. F. Heck, in the forty-first year of his age.

HIGBY.—In Milford, Conn., on Tuesday, October 18, James T. Higby.

JENKS.—In Philadelphia, on Friday, October 21, William J. Jenks, in the eighty-third year of his age.

KHASAN.—In New York, on Friday, October 21, M. Khasan.

KLOCK.—In New Haven, Conn., on Tuesday, October 25, Irving B. Klock.

SHEPPARD.—In Bluff City, Tenn., on Tuesday, October 18, Dr. H. C. Sheppard.

SPRY.—In Plymouth, Pa., on Thursday, October 13, Daniel K. Spry, in the sixty-first year of his age.

WHITAKER.—In Jersey Shore, Pa., on Thursday, October 20, H. O. Whitaker.

The California Board of Pharmacy.

The California State Board of Pharmacy, on the condition of the its session held October 25, announced the following result of candidates appearing for examination in Los Angeles and San Francisco. In all 85 applicants appeared for examination as licentiates and assistants; the following were successful:

Licentiates: C. A. Bacon, C. H. Carroll, G. E. Dame, B. L. Hayden, E. A. Henderson, P. H. Lemke, F. J. Matthie, Georgia K. Slade, S. H. Stewart, C. E. Thaig, Edw. Thomas, N. D. Whiting, W. F. Williams, W. B. Wilson, J. H. Woelke, G. G. Adams, F. Hedley, G. E. Lovegrove, W. B. Logan, J. A. Miller, F. E. Rockstroh, C. B. Wood, and M. J. Blackman.

Assistants: R. W. Bennett, A. E. Bowman, H. M. Downs, E. P. Drarske, C. H. Ferris, E. J. Heinrich, E. B. Pierson, C. H. Redmond, E. A. Test, J. E. Toogood, C. S. Battey, L. L. Broordeen, W. A. Brandner, F. C. Blaney, E. F. Crosher, E. C. Howard, E. J. Magnell, H. H. Menerey, M. S. Robinson, M. S. Tague, J. B. Turner, Robt. Watt, C. L. Worrell, Mabel L. Berger, A. W. Haynes, Gypsy B. Serlight, and H. S. Gardner.

Chas. H. Rowley, of Santa Barbara, was elected president, to succeed himself, and J. J. Crowley was elected secretary. The next meeting will be held in San Francisco on the second Tuesday of January, 1905.

Farmer's Bulletin No. 188.

Frank B. Styles, of Poughkeepsie, N. Y., advises us that the pamphlet on Weeds Used in Medicine is Farmer's Bulletin No. 188, instead of 118, as erroneously given in our recent comment on the pamphlet.

Greater New York News.

Schleffelin & Co. have obtained judgment for \$533.57 against John P. Evers.

A. C. Stallman, of the Stallman-Fulton Company, and wife returned recently from a sojourn at White Lake, N. Y.

H. D. Faxon, of Faxon, Horton & Gallagher, wholesale druggists of Kansas City, was in town recently.

The United States District Court has granted a discharge from bankruptcy to Albert Jacobson, of 776 Third avenue.

The Roessler & Hasslacher Chemical Company's exhibit at the St. Louis Exposition was awarded the grand prize.

A petition in bankruptcy has been filed against S. Gevant, a bottler of oils and ammonia, this city. Lawrence Atterbury was appointed receiver by Judge Holt, of the United States District Court.

Joseph Beecham, the well-known pill manufacturer of England, was the guest of honor at a dinner given at the Hardware Club recently by W. C. Estes, general manager of E. B. Estes, Sons & Co., this city. Mr. Beecham is president of the Estes Company.

On October 31 customs inspectors arrested in Hoboken a man claiming to be a longshoreman on the charge of smuggling 380 ounces of opium into the United States from the Hamburg-American liner "Patricia." The drug was found in a small handbag. The suspect was held without bail for trial before the United States Commissioner in Hoboken.

Among the recent visitors in the downtown drug district were V. A. Bradbury, Parke, Davis & Co.'s representative in Northern New York; B. C. Sheldon, of Swanson, Vt.; C. Case, of Jefferson, Ohio; A. E. Wallace, of Nashua, N. H.; J. O. Whitman, of Canton, Pa.; H. L. McDonald, of San Francisco; G. Cook Adams, of London, England; Messrs. Sawyer and Pickens, of Jamaica Plain, Mass.; W. Kuhlenthal, London, England; A. C. Knight, of Toronto; H. Roever, of Chester, Pa.; E. Armant, of Elmira, N. Y.

The Wholesale Drug Trade Bowling Association held a tournament on Monday evening, October 24. Teams from Parke, Davis & Co., Seabury & Johnson, Sharp & Dohme, and Dodge & Olcott competed. The Parke, Davis & Co. team won all three games; the Sharp & Dohme team lost the three games, while the Dodge & Olcott men lost two and the Seabury & Johnson team won two games. The best individual scores were made by Mr. Ely, of Dodge & Olcott, 209; Mr. Solan, of Sharp & Dohme, 192, and Mr. Ulrich, of Dodge & Olcott, 191.

Morris Dlugasch, proprietor of the Broadway Drug Company, 229 Broadway, New York, has returned from his honeymoon trip and is again tackling the business problems which confront him in his busy pharmacy opposite the Post Office. The marriage of Mr. Dlugasch to Miss Pauline Levitt was celebrated quietly at the home of the bride's mother in the Bronx, on Sunday, October 23. Mrs. Dlugasch will be pleasantly remembered by the members of the New York State Pharmaceutical Association who met her at the annual meeting at Brighton Beach last June.

Among the recent visitors to the Drug Trade Club were A. C. Meyjes, editor of *The Ironmonger*, of London, and W. Kuhlenthal, London representative of the Rio Chemical Company, the Sultan Drug Company, the Od Chemical Company and the Peacock Chemical Company, of St. Louis. Mr. Meyjes, though a native of Holland, was for many years the assistant editor of the London *Chemist and Druggist* and wrote for that journal a most delightful study of the pharmacist in literature, which was republished in the columns of the *AMERICAN DRUGGIST* at the time. He was in attendance on the annual meeting of the Iron and Steel Institute, which was presided over by Andrew Carnegie.

Septimus Vaughan Morgan, proprietor of the *Chemist and Druggist*, of London, has been spending some weeks in America renewing his acquaintance with his wide circle of friends

in this country. Though Mr. Morgan has retired from active participation in the conduct of his publishing business, which is now carried on by his sons, he still retains an interest in the field covered by the *Chemist and Druggist* and *The Ironmonger*, which is also published by his firm, and does not forget his friendships of many years' standing in this country. His first visit to the United States was made in 1860, and since that time he has frequently taken occasion to study the conditions existing in the drug trade and in the iron and steel industry here, with the result that he is unusually well informed as to the conditions of both fields.

At the meeting of the Drug Trade Section of the Board of Trade and Transportation held last Thursday afternoon a resolution was adopted inviting the National Wholesale Druggists' Association to hold its next meeting in this city. Thomas P. Cook, as chairman of the special committee appointed to confer with the State Board of Pharmacy in regard to the labeling of poisons, reported that after a number of conferences with the State Board of Pharmacy and manufacturing chemists it finally had been arranged to have all the manufacturing houses sending goods into this State conform with the law relative to proper labeling of poisons. In the discussion which followed the presentation of the report it developed that the manufacturers had been complying with the law in this respect since October, 1903.

The Beecham Pill case came up in the Jefferson Market Court the other day. Joseph Beecham, of St. Helena, England, appeared as a witness against Minden, Thomas & Horn, American manufacturers, who are accused of counterfeiting trademarks. Fred House, for the defense, asked the witness if the trade-mark at issue was registered at Washington on August 23, 1887. George Gordon Battle, attorney for the prosecution, objected to this question on the ground that the courts have held that if a man operates under a common law trade-mark, as soon as he registers in the Patent Office he loses all right to a common law trade-mark, and it becomes a statutory trade-mark. The proof of registration was admitted in evidence subject to a motion to strike out. Mr. Beecham, in reply to a question, testified that his pills sold in America were made in Brooklyn. The case was adjourned for further hearing.

Founder of the Bowling Association Honored.

William L. De Zeller, affectionately and better known among New York druggists whom he calls upon as the city salesman for Seabury & Johnson as "Willie De Zeller," was, on the evening of October 25, the victim of a surprise party organized by the New York Retail Druggists' Bowling Association. Twelve of the members invaded his home at 472 West Twenty-second street, and after some preliminaries presented him with a handsome beer stein bearing the inscription "Prosit." The presentation speech was made by Fred Wichelns. He was followed by other members of the party in short speeches expressive of the admiration and affection they had for their "Willie." A feast was hastily extemporized and after the good things on the table had disappeared, Arthur J. Reeder, the poet of the association, sang a song which he had composed especially for the occasion, to the accompaniment of a piano played by Bruno R. Dauscha. The first stanza of the chorus, which went to the tune of "Mr. Dooley," was as follows:

Oh! Little Willie, oh, dearest Billy,
You are the sweetest boy in all the town.
It's to surprise you, to mesmerize you;
For a bowler just like you no one can down.

Mr. De Zeller was referred to as the father of the bowling association by every member present, and several related incidents of the initial meeting at the alleys in Church street some eight years ago. Those present were: G. E. Schweinfurth, captain; R. H. Timmerman, Otto Boeddiker, G. H. Hitchcock, Chas. H. White, S. F. Haddad, Bruno R. Dauscha, Maxwell J. Pringle, Jr., Fred Wichelns, E. O. Weiss, A. J. Heinemann and Arthur J. Reeder.

Examination for Manhattan Free Scholarship.

Secretary Swann, of the Manhattan Pharmaceutical Association, asks us to announce that a competitive examination for the free scholarship established by the Manhattan Pharmaceutical Association at the College of Pharmacy of Columbia University will be held in Schermerhorn Hall, Columbia University, on Monday, November 14, at 10 o'clock a.m. The candidates for the scholarship will be examined in history, geography, English grammar, physics, algebra and Latin. Those intending to come up for examination are advised to make application in writing to the secretary of the College of Pharmacy, at 115 West Sixty-eighth street, New York, on or before Wednesday, November 9, 1904.

The New York College Meeting.

The first quarterly meeting of the current session of the New York College of Pharmacy was held in the main lecture hall of the building on October 18. In the absence of President Butler Vice-President Chandler presided. After the reading of the minutes of the previous session and of the proceedings of the Board of Trustees, Caswell A. Mayo submitted a verbal report as delegate to the Kansas City meeting of the American Pharmaceutical Association. Mr. Mayo stated that three papers had been presented by members of the College, and that two of these, one relating to the consolidation of the College with the University, and one covering the historical aspects of the Prerequisite Clause has attracted a great deal of attention. He said that probably no other single subject had aroused so much attention in the Section on Education and Legislation as had the Enactment of the Prerequisite Clause, which had met with practically universal approval. T. J. Macmahon indulged in some entertaining reminiscences regarding the last meeting of the American Pharmaceutical Association at Kansas City which occurred just 21 years ago, and at which the late Prof. P. W. Bedford was elected president of the association. The following amendments to the by-laws were enacted as proposed, they having been previously proposed and laid over for consideration:

To amend Article II, Section 13, to read as follows:

Board of Trustees.—The Board of Trustees, exclusive of its officers, shall consist of fifteen members, five of whom shall be elected annually for a term of three years, and they shall enter upon the discharge of their duties on the first day of July next succeeding.

To amend Article II, Section 18, to read as follows:

Installation.—The newly elected officers and trustees shall enter upon the discharge of their executive duties on the first day of July next succeeding the annual meeting.

To amend the last sentence of Article VIII, Section 35, to read as follows:

All these committees shall enter upon the discharge of their duties at the beginning of the fiscal year, on the first day of July next ensuing.

C. O. Biglow referred to the conference which was to be held between the representatives of the colleges, the Board of Pharmacy and the Commissioner of Education, and upon motion of Mr. Mayo, Dr. Rusby, the dean of the faculty, was instructed to represent the institution at the conference. It was announced by the assistant secretary that the present junior class numbered 269, with a senior class of 149 and 18 post graduates. Professor Chandler made a brief address on the part played by America in the chemical industries of the world, and Professor Coblentz told some amusing incidents of the tour made by the Society of Chemical Industry in its recent visit to St. Louis. On the adjournment of the meeting refreshments were served in the library, and the members had an opportunity to meet each other in a social way.

IMPROVEMENTS IN THE LIBRARY.

Probably in no department has the affiliation of the College with Columbia University been followed by such striking results as in the library. During the summer, a corps of expert librarians was sent to the College by the University authorities, and the entire library was put into order, the books arranged and a complete systematic card index catalogue prepared. The librarian is also making an effort to complete the

files of the various journals, and pharmacists generally are invited to avail themselves of the facilities offered by the library for carrying on investigations and literary research. The library is open without restrictions to all members of the college, whether they are members of the College or not.

JERSEY CITY DRUGGISTS ISSUE A RINGING CALL.

Meet in Fisher's Hall, Bay and Erie Streets, November 7 at 3 p.m.

The following notice of a meeting has been sent out to the retail druggists of Jersey City and vicinity by the officers of the Jersey City Druggists' Association:

To the Druggists of Jersey City: The time has arrived at which by prompt and general action we will be enabled to obtain a great advance on the present prices of the leading patent medicines, which we are now selling practically at cost.

You have received or will receive printed contracts from the Peruna Medicine Company and the Wells Richardson Company which we urgently ask you to sign and return to them at once.

The lowest selling price on Peruna will be 83 cents and of Paine's Celery Compound 90 cents.

The lowest selling price in this city at present is 67 cents for Peruna and 64 cents for Paine's Celery Compound.

The Kilmer Company, Piso Company, California Fig Syrup Company, Paris Medicine Company (Laxative Bromo Quinine), World's Dispensary Medical Association and Shoop's Remedy Company have all accepted a similar plan, but which will depend for success upon your own action, and the prices upon which will be scheduled at the special meeting of the Jersey City Druggists' Association to be held at Fisher's Hall, corner Bay and Erie streets, on Monday afternoon next, November 7, 1904.

This congratulatory condition of affairs has been brought about by the continuous hard work during the past six years of the active members of our National Association.

What have you done to help?

How many meetings of the Jersey City Druggists' Association have you attended?

Wake up! Give us the encouragement of your presence at the meeting.

Shake off the lethargy which covers most of the retail druggists to-day and lend your aid to the movement which has at last obtained such a glorious condition through the efforts of our leaders.

The dues of the N. A. R. D. have been increased to \$4 a year.

This has become necessary in order to carry on the greatly increased work and dispense with the contributions made by the proprietors.

The increased profits on Peruna alone, even in the smallest store, will more than pay the dues in two months' time.

Is this not a good investment on your money?

You will not only have increased profits, but an increased business; for there will be no incentive for your customers to purchase the goods in department stores, the price being the same everywhere.

If you want the manufacturers to follow in the plan of the Peruna and Wells Richardson companies attend this meeting.

Show your appreciation of what has been done and help carry the good work further.

Make an extra effort to come. It will pay you.

Remember the success of further movement depends on you. Don't wait for your neighbor.

Get on the band wagon and help do the shouting.

Remember the time and place: Fisher's Hall, corner Bay and Erie streets, Monday afternoon, November 7, 1904, at 3 p.m.

C. J. McCLOSKEY,

President Pro Tem.

Edw. T. N. STEIN,

Secretary.

WESTERN NEW YORK.

N. A. R. D. Delegates Return Full of Enthusiasm—Local Association Takes Up the Work—The College Session Opens—Buffalo Bowlers Begin Bowling.

(From our Regular Correspondent.)

Buffalo, November 3.—There appears to be an improvement in the retail drug business in Buffalo, though some members of the trade find it to be only "in spots." As these spots are largely in the prescription line and as October is usually reckoned the dullest month of the year in the drug store there is hope of something still better during the winter.

N. A. R. D. OUTLOOK BRIGHT.

There is no stir in regard to the settlement of the cutting of prices in proprietary lines, but there is hope, especially as the druggists, back from the N. A. R. D. meeting, are very enthusiastic over what is to be done.

President Darrin has made the following appointment of members of the Erie County Pharmaceutical Association to the Trades Interest Committee: W. G. Gregory, E. C. Field, R. K. Smither, E. T. Hosmer, George Reimann, J. A. Lockie, C. W. Dwyer, A. J. Keller, and C. E. Martzloff. One meeting has been held, at which a report was made of the St. Louis meeting. After the meeting of proprietors is held at Detroit, it is expected that a report of it will be made by Dr. R. V. Pierce with proposition for plan of action, and the committee will be convened to receive it. So there is something in the air at least, and it is hoped that something may come of it.

THE BUFFALO COLLEGE OF PHARMACY

has now got down to work with the largest attendance in its history, with more students to add later on. One of the unexpected features of the college year is the facility with which the students obtained situations in the city drug stores. Practically all that applied for places obtained them the first week. There are always some who do not ask for work till well under way, but it is likely that they will be accommodated about as readily as the first applicants have been.

THE BUFFALO PHARMACISTS' BOWLING CLUB

is at its best this fall, not only making good records with the pins, but getting an attendance that crowds three alleys, when two used to be sufficient. The five o'clock lunch that now comes in as part of the Friday programme is a feature that is also well appreciated. One of the visitors at the last October meeting was Col. John W. Lowe, of New Haven, who stopped off on his way home from the N. A. R. D. convention.

NEWS BRIEFS.

At the annual meeting of the Empire State Drug Company in Buffalo Thomas Stoddart was elected president; J. A. Lockie, first vice-president; Dr. F. E. Clarke, second vice-president; George Reimann, treasurer; John Peterson, secretary and manager, and Messrs. Stoddart and Reimann and Neil McEachren, Executive Committee. The company is in the usual flourishing condition that it has maintained since its organization.

W. F. Sohni, of Buffalo, president of the traveling drug salesmen's jury of entertainment of the State Pharmaceutical Association, has appointed J. S. Marvin, of Buffalo, a member of the jury, to fill the vacancy caused by the death of J. H. Rogers, who was killed by an accident at Mount Morris some months ago. A meeting of the jury will be held at the Parke, Davis & Co. office in Buffalo before long, Manager Buescher being an officer of the association, to begin the work of the jury for the next annual meeting, which seems to be pretty sure to take place at Niagara Falls. Already an outline of the entertainments has been made, though it will not be known for some months whether the meeting will be at the Falls.

The opposition to the new druggists' prerequisite law seems to be very strong in Buffalo, and it is likely that a concerted plan will be arranged before long for attacking it in the Legislature as soon as it convenes. Some of the most influential druggists in the city are out against it, and they are not men who talk without acting. The friends of the law will need to be well fortified to hold it out of the reach of the law smashers.

NEW ENGLAND.

Ninety Thousand Dollars More for the M. C. P.—Dr. Lamson Appointed to the Board—The Boston Druggists' Association Meets—Enthusiasm in B. A. R. D.

(From our Regular Correspondent.)

Boston, November 3.—Interest in the Potter will is still upmost, and the probating of the document has emphatically verified the prediction made in the last issue that the M. C. P. would be still further benefited by the residual estate. The aggregate amount of the public bequests is substantially \$3,000,000, instead of \$1,145,000, as originally published. The increased amount of Mrs. Potter's public benefactions is made apparent by the fact that her will gives the residue of her estate to 37 of the public charitable organizations which she makes special legatees, and by the fact that the total value of her estate is estimated at about \$3,600,000. The apparent residue is \$1,922,000, which far exceeds the direct special legacies, and it will substantially treble the special legacies given to those 37 institutions. Thus, the M. C. P., which was given \$50,000, will probably receive in addition nearly twice that amount under the residuary clause. The total will approximate \$140,000.

PHARMACISTS STUDY MEDICINE.

Several of the M. C. P. graduates commenced the study of medicine this fall. William D. Wheeler, Ph. G., the president of the school; Thomas F. Mayo, Ph. G., and Louis Simonson, Pharm. D., have entered Tufts Medical School. John J. Madden, Pharm. D., has entered the Harvard Medical School. The school's scholarships have been awarded as follows: That of the M. S. P. A., to William Hamilton, of Clinton, and the Eastern Drug Company's Scholarship to Clinton H. Hart, of Gardner.

NEW STORES.

John R. Sawyer and Archie E. Picken, both Pharm. D.'s of the class of '03, have formed a partnership and are to open a new store on Center street, Jamaica Plain district. Perley G. Anderson, Pharm. D., '08, was married on October 12 to Grace E. Coggins, at Pembroke, Maine. The couple will be at home after December 1, at 81 Chelsea street, Everett, Mass. Harrie C. Hunter, Ph. G., '89, of Marlboro, has been honored by a Senatorial nomination from the Republican party. He has served as Representative for two years, and took part in the late war with Spain. He is a prominent Mason and very popular in his native place. Albert E. Lynch, Ph. G., '91, of Cambridge, is in Europe on a tour of several months' duration. Frank L. Decker, Ph. G., '93, is gunning for big game in the Pine Tree State. Mr. Decker is connected with the Ropes Company, Beverly. Marion Cowan, Ph. G., '98, has just been licensed by the Board of Medicine.

L. A. LAMSON APPOINTED A MEMBER OF THE BOARD OF PHARMACY.

Governor Bates has settled the annual contest for membership in the Board of Pharmacy by appointing L. A. Lamson, of Hopedale. This decision will be a surprise to many, as it was the general opinion that one of the other candidates would secure the prize. Mr. Larrabee, of Melrose, the independent candidate, who had a most complimentary indorsement, was looked upon as the probable winner. Dr. Lamson has always been a consistent and earnest worker in behalf of the trade, an upholder of its organizations, and was a candidate for the presidency of the M. S. P. A. at the last meeting. He succeeds Prof. C. F. Nixon, Ph. G. The Board of Pharmacy has just reorganized with the choice of George M. Hoyt, Ph. G., for president, and Fred A. Hubbard for secretary. The retiring secretary and member, Prof. Nixon, received a handsome present from his former associates. They evidently thought the professor needed "more light," for their effort took the shape of a reading lamp. At the presentation oratorical felicitations were indulged in by Messrs. Hoyt and Nixon.

BOSTON DRUGGISTS' ASSOCIATION.

The yearly meetings of the B. D. A. were inaugurated at Young's Hotel on the evening of October 25, President Nixon in the chair. A committee composed of Messrs. J. A. Gilman,

Davidson and Carter reported resolutions on the death of George F. Kellogg. These were adopted. Reuben L. Richardson was elected to the vacancy in the delegation to the Boston Associated Board of Trade caused by Mr. Kellogg's death. It was voted to donate the scrapbook formerly presented to the association by S. A. D. Sheppard, Ph. G., to the A. Ph. A.'s collection on historical pharmacy. The material in this book was mostly collected at the time the A. Ph. A. met in this city, and the contents are extremely interesting. The guests were: Francis Hurtubis, Jr., Esq., private secretary to His Excellency Governor Bates, who spoke upon the duties devolving upon the Governor; George M. Hoyt, Ph. G., president of the Board of Pharmacy, who gave an account of the recent conference of boards of pharmacy in Kansas City, and Prof. E. H. La Pierre, Ph. G., president of the M. S. P. A., whose topic was the cause of scarcity of good drug clerks; the remedy and result.

ENTHUSIASTIC MEETING OF B. A. R. D.

A most enthusiastic meeting of the B. A. R. D. was held at the M. C. P. Building on the evening of October 19. President Canning occupied the chair, and after Secretary Tobin and Treasurer Godding had submitted reports W. D. Wheeler, Ph. G., spoke at length for the delegates who attended the St. Louis meeting. President Canning brought up the question of desirability of increasing the membership and prompt collection of dues. Mr. Flynn suggested that volunteers take up the work, and in response several from each auxiliary district offered assistance. Resolutions of thanks and pledging support of the retail trade to Wells, Richardson & Co., The Peruna Company, and R. V. Pierce Medical Company were adopted.

President Canning mentioned the possibility of the 1905 convention being held in Boston, and bespoken the assistance of his hearers to bring this about. Mr. Flynn offered a resolution, which was unanimously adopted, thanking the delegates who attended the St. Louis convention. Messrs. Flynn, Canning, Godding and Cobb were appointed a committee to draft resolutions on the death of the late George F. Kellogg.

At the suggestion of Mr. Wheeler the Committee on Telephone and Press was directed to make an effort to secure lower telephone rates. The last question discussed was the standing of naval pharmacists, and resulted in the adoption of a resolutions to assist them in securing a higher rating.

SURRENDERS SIXTH-CLASS LICENSE.

Having grown weary of having his store watched and his books overhauled by the police, Fred H. Wright, Newton, has surrendered his sixth-class license. This license was granted last May, since which time his store, like those of other druggists about the city, has been under almost continual police observation. Wright is the second Newton druggist to surrender his license. The Aldermen of Newton have just granted licenses to J. T. Waterhouse, J. H. Greene, John Payne, A. W. Fox and J. G. Kilburn.

Call for a Conference.

President Anderson, of the New York State Pharmaceutical Association, has sent the following notice to local pharmaceutical associations in this State:

At the last meeting of the New York State Pharmaceutical Association a recommendation to attempt by legislation to make the Pharmacy law and penal code more uniform was referred to the Committee on Legislation, and as there appears to be a difference of opinion as just how this should be done, I request that your association be represented at a conference with the Committee on Legislation of the State Association upon this and any other matters (legislative) any association may present. The conference will be held at the Hotel Ten Eyck, Albany, N. Y., on Monday, November 28, 1904, at 9 o'clock a.m.

The Deutsche Apotheker Verein.

The last annual report of the national association of German druggists known as the Deutsche Apotheker Verein shows that this society has 3,558 active, three corresponding and 14 honorary members. There was an increase of 251 members during the past year.

PENNSYLVANIA.

Food Preservatives Discussed—Dr. Leffman Criticizes the Rulings of the State Dairy and Food Commission—The Philadelphia Wholesale Drug Co. Reorganize.

(From our Regular Correspondent.)

Philadelphia, November 2.—The manner in which the State Dairy and Food Commission is carrying on its warfare on food adulteration has attracted considerable attention throughout the State. The subject of food adulteration is an important one, and it appears that some of the State chemists' analyses do not agree with those made by men who are well known in the chemical world. On October 18 a paper was read at the College of Pharmacy by Dr. Leffman upon the presence of deleterious chemicals in food stuffs. According to this eminent chemist, the only true standard for determining the injurious effects of the adulterants is the quantity of the material and not its mere presence. Dr. R. G. Eccles, of Brooklyn, contended in another paper that decayed rather than preserved food does most of the injury to men.

PHILADELPHIA WHOLESALE DRUG COMPANY.

The Philadelphia Wholesale Drug Company has been reorganized and its capital has been increased from \$15,000 to \$50,000. On October 18 a meeting of the shareholders of this company was held, in view of the fact that the partnership of its 110 members will cease by limitation next December.

WHOLESALE DRUGGISTS DON'T ENTHUSE OVER PERUNA PLAN.

The new plan of the Peruna Company, which is similar in almost every respect to that of the Miles plan, is not being received with great admiration by the wholesale druggists. It is believed that if these plans are rigidly enforced the outcome will be that the manufacturer of the goods will be compelled to fill the orders and the wholesalers will act as agents. The new plans require considerable more clerical labor, and one has to be detailed to this work in order to keep in touch with it. So far the retailers have offered no objections.

OFF FOR THE NEW ORLEANS MEETING.

On November 8, so as to give each member of the N. W. D. A. a chance to vote on the matter, the delegation to New Orleans, at which place the annual meeting of the association will be held, will start. A special car is to be attached to the St. Louis Limited on that day which will take the Philadelphia and New York members who intend to make a trip to St. Louis *en route*. Those who have decided to attend the meeting from this city are: Mahlon N. Kline, Clayton Shoemaker, Walter Smith and Thomas Shoemaker.

PHILADELPHIA BREVITIES.

Mr. Gross, formerly a clerk with A. LaDow, Twenty-seventh and Oxford streets, has opened a new drug store at Forty-eighth and Parish streets.

James M. Baer, who for many years was connected with Shinn & Baer, at Broad and Spruce streets, will open a new store at the corner of Twentieth and Chestnut streets as soon as extensive alterations and improvements are completed.

Information has been received by William R. Warner & Co., wholesale druggists of this city, that William A. Whitney, a salesman, had died in Mexico under very suspicious circumstances, and fears are entertained that he had been poisoned for the purpose of robbery. Mr. Whitney's family reside in Rutherford, N. J., and his widow is endeavoring to raise funds with which to investigate the death of her husband. The Whitney's lived at 42 Brooklyn avenue, Brooklyn, up to the time of Mr. Whitney's going to southeastern Mexico to exploit some valuable timber concessions. He was attached to the New York office of Warner & Co., at 65 Fulton street, from December 1, 1901, to July 31, 1903, and although he only visited the local office once he is well remembered because of his striking appearance, being unusually handsome, six feet three inches tall and weighing 230 pounds.

NORTHERN OHIO.

Business Dull in Cleveland—A Minimum Scale Adopted in Cleveland—Six Girl Licensees.*(From our Regular Correspondent.)*

Cleveland, Ohio, November 1.—For the past month the drug trade in Cleveland has been rather quiet. Whether this is due to the fact that a Presidential campaign is in progress is not known, but jobbers are rather inclined to believe this to be the case. If they are right, business may be expected to improve from this time on. It seems that other lines have been fairly prosperous and there is apparently no good reason why druggists should not enjoy a fairly good general trade, although the health of the people should be above the average.

REGULATING CUT PRICES.

The matter of making reduced prices on proprietary medicines has been placed upon a basis of equality to all in this city by fixing a minimum figure upon each particular kind or price. This will, perhaps, remain in this way until the manufacturers agree upon some method of preventing cutting. It is admitted to be a hard question to handle, yet if it is allowed to go on many will suffer. For some time the local association endeavored to control the practice by a kind of moral suasion, but this did not prove satisfactory, as many would break over at the risk of their reputation in the trade. The only way to handle it seems to be to place it entirely in the hands of the manufacturers, who may refuse to allow goods to be sold under the price they fix upon them. At least this is the way local men look at the matter.

THE CLEVELAND SCHOOL.

The annual meeting of the directors of the Cleveland School of Pharmacy was held on the afternoon of October 21, when President L. C. Hopp read his annual message, pointing out the rapid growth of the institution and its success in preparing young men for the work. The membership has increased from 50 to 115 and there has been a splendid growth in the number of students. As the lease on the present quarters expires in the spring, a committee was appointed to secure a new location for the school. Carl Schmitt and E. A. Schellen-trager were re-elected members of the board and O. B. Hannon, H. F. Flandermeyer and Fred H. Boder were chosen to fill vacancies caused by resignations. Present officers of the institution are: President, Lewis C. Hopp; secretary, Samuel Aubley; treasurer, John Krause.

SOUTHERN OHIO.

Cincinnati Pharmacists Pleased with the Results of the St. Louis Meeting—Social Features Commend Themselves to the Visitors—General News of the Trade.*(From our Regular Correspondent.)*

Cincinnati, Ohio, November 2.—The annual meeting of the Ohio Valley Druggists' Association will be held at Cincinnati on November 22. There will be the usual reading of committee reports and the election of officers, but the feature of the meeting will be the reading of the report of the association's delegates to the N. A. R. D. meeting at St. Louis. This will be awaited with interest by the local drug fraternity.

MR. FREERICKS ELATED.

Attorney Frank H. Freericks, who represents the Ohio Valley Druggists' Association, accompanied the local delegates to the St. Louis meeting and remained at the Fair city some time after the Cincinnati delegates had returned to their homes. He has now, however, returned home, and states that he is highly pleased with the results accomplished at the N. A. R. D. meeting. "The progress made toward the adoption of the contract and serial number plan is encouraging, and local druggists as a whole are well pleased with the results."

Henry Waltermann, one of the delegates of the Ohio Valley Druggists' Association, said: "We had a great time at St. Louis. The druggists of that city treated us royally. Not only were we well satisfied with the progress made in the way of

advancing the contract and serial number plan—which to us was the biggest single feature of the meeting—but the social side of the convention was most delightful. The St. Louis druggists took us through some of the big breweries and drug houses, guided us through the Fair, and treated us most hospitably."

TO ENFORCE ANTI-NARCOTIC LAW.

State Dairy and Food Commissioner Ankeny has become aroused over the sale of opium and cocaine to such an extent that he says he will ask the next legislature to enact a law providing for the appointment of a State officer to see that the present laws are enforced. He believes they are sufficient, but that no attention is paid to them. Mr. Ankeny states that many druggists are violating the laws openly and no attempt has been made to curb the evil.

THE SOUTH.

Phenacetine Prosecutions Begun in New Orleans—Druggists Nominated on the Home Rule Ticket—A Campaign of Villification.*(From our Regular Correspondent.)*

New Orleans, La., November 2.—David B. Comer, sr. and jr., and John E. King, charged with using the mails for advertising fraudulent drug compounds, were on trial in this city October 12, 13 and 18, before United States Commissioner Craig. All were committed to the United States Circuit Court. The Comers are charged with being dispensers of impure drugs. It is alleged the two were proprietors of the German Chemical Company and as such manufactured an imitation of phenacetine. The drug they put out contained 65 per cent. phenacetine and 35 per cent. acetanilid. The matter was brought to the attention of the authorities by C. Doremus, a druggist at Pontchatoula, La., who received a circular letter from the German Chemical Company. He referred the letter to Finlay, Dick & Co., New Orleans, and this firm in turn reported it to the post office authorities. The arrest of the two Comers followed. Many witnesses have been heard in the case. The trial of the two will be resumed at the session of the Circuit Court which opens November 7.

King has been arrested because he is alleged to have advertised the drug as president of the Berlin Trading Company. From the evidence submitted it appeared that King, after selling out to the Comers, undertook to expose them. He wrote letters to firms manufacturing phenacetine and told them that the Comers were disposing of the imitation drug. Later, as manager of the Berlin Trading Company, he sent letters through the mails offering for sale the same drug as that offered by the German Company. King's case also will be taken up at the coming session of court.

DRUGGIST NOMINEES FOR OFFICE.

Paul Freund, Charles G. Peters and Charles Ammen, three prominent local druggists, are nominees for municipal office on the ticket put out by the Home Rule Association in opposition to the Regular Democratic ticket. The Home Rule Association is made up of the independent voters of the city and was launched by these voters in repudiation of the interference of Governor Blanchard in the selecting of the candidates on the regular ticket. The Home Rulers started with only six weeks in which to make their fight. Consequently their campaign has been of the whirlwind variety. No independent movement was thought of until Governor Blanchard deliberately stepped in and named a number of candidates for important offices. As Governor Blanchard has never been a resident of this parish the people refused to recognize his right to take part in the campaign. After having named these candidates and thrown down the gauntlet, Governor Blanchard told the people through the press, "I have done this to show my power. What are you going to do about it?"

A mass meeting of 10,000 people, held at Liberty Place, repudiated this action of the Governor and authorized its chairman to appoint a committee of 34 members to nominate an independent ticket. This has been done, and the Home Rule movement now has a fair chance of success.

WESTERN NEWS.

Another Drug Store Hold-Up—Chicago Retail Druggists' Association Hold Enthusiastic Meeting—Who Sells Vaccine Virus to Marshall Field & Co.?*(From our Regular Correspondent.)*

Chicago, November 2.—Another bold hold-up in a drug store has taken place and druggists are wondering where the matter is going to end. The latest raid was made last Friday evening at a late hour, the time usually chosen for such ventures. Three men entered the store of D. P. Seibert, 482 West Lake street, and, at the point of revolvers, took \$10 from the cash register and \$5 from H. J. Techentin, the clerk. A watch was also taken from the clerk, who was alone in the store. The police are unable to trace the thieves.

ENTHUSIASM IN THE RANKS OF THE C. R. D. A.

The regular quarterly session of the C. R. D. A. was one of the largest and most enthusiastic sessions which the members of the organization have attended in a long time. It is evident from conversation with leading druggists who attended, and is also the opinion of the N. A. R. D. officials, that Chicago will take the lead in sending in Peruna contracts. The idea has met with a favorable reception here and many have announced their intention of taking prompt action.

SALESMEN'S CARDS DEMANDED IN CHICAGO.

One of the features of the meeting was the discussion regarding the St. Louis convention. Illinois had a large delegation at the N. A. R. D. meeting, and Chicago was well represented. Druggists here are showing great interest in the progress of the national body. President Avery in his report dwelt on the benefits derived from the baseball games. It is probable that a druggists' baseball league will be formed in order that the fun and the good results may continue in future seasons. Mr. Avery said that local druggists were demanding salemen's cards and that a number of new proprietors have consequently been influenced to start right. In conclusion he asserted that the work of the C. R. D. A. was broadening continually. The report of the treasurer showed only a small balance in the treasury and delinquent members were consequently urged to pay up. In a report on work in the auxiliary districts it was shown that there is a great improvement in conditions within the "loop," the heart of the downtown district. Druggists outside are getting from 8 to 10 cents more than downtown prices. The fact that no advertisements of proprietary medicines now appear in the Sunday papers was called to the attention of druggists. A number who had attended the St. Louis convention then gave the result of their observations, and all declared that excellent results had been obtained. John I. Straw urged all druggists to be prompt in signing the contracts issued by proprietors and asked them to visit their neighbors and urge them also to take similar action. Sidney C. Yeomans told of the formation of a Druggists' Social Club which was planned by several while on their way to the St. Louis Convention. Colonel John W. Lowe gave an enthusiastic address on the work of the N. A. R. D. Thomas V. Wooten gave an account of the progress made in association work during the last six years. He suggested that the next N. A. R. D. meeting would probably be held in Nashville.

WHO SELLS VACCINE TO MARSHALL FIELD & CO.?

The motion to have the executive board examine into the charge that certain pharmaceutical houses were supplying Marshall Field & Co. with vaccine at wholesale prices was adopted. Mr. Straw made a motion that dues be fixed at \$12 a year and it was carried. Mr. Garner spoke on the need for a new city charter and Alderman Race talked on the same topic.

CHICAGO NEWS NOTES.

Emil E. Pick and his wife, 477 Ogden avenue, have gone to the St. Louis Fair for a three weeks' visit.

Dr. Re, who has a drug store on lower Dearborn street, has been arrested once more on a charge of selling cocaine. He has already been fined on the same charge.

**Dr. C. H. Searle.**

of C. H. Searle & Co., Chicago.

Dr. C. H. Searle, of C. H. Searle & Co., is a son of G. D. Searle, one of the founders of the firm of Searle & Hereth. He is a graduate of the Rush Medical College of the class of '97. He was professor of pharmacology at the College of Medicine and Surgery, and instructor of anatomy at the College of Physicians and Surgeons during '98 and '99. For a number of years he was in the scientific and sales department of the Searle & Hereth Company, and afterward secured the Western management and agency of Rosengarten & Sons, with headquarters in Chicago, having control of all territory west of Detroit. Dr. Searle is a young man of sterling qualities, and very popular with his friends and acquaintances. He always carries a smile and a pocket full of choice Havanas, which he distributes freely among his friends.

THE PACIFIC COAST**U. C. Pharmacy Alumni Fill Vacancy—Owl Drug Company in United States Court.***(From our Regular Correspondent.)*

San Francisco, November 1.—At a special meeting of the trustees of the Alumni Association of the College of Pharmacy of the University of California Attilio S. Musante, Ph. G., was elected to fill the vacancy caused by former Secretary Moltzen's departure for Alaska. Joseph Guedet, Ph. G., was elected a trustee and Prof. Frank T. Green delegate to the Council of Associated Alumni of the University of California. It was decided to hold a social and scientific meeting at the college building, when scientific papers by Prof. William M. Searby, Dr. Hadyn M. Simmons and Attilio S. Musante, Ph. G., will be read and discussed.

UNITED STATES SUES OWL DRUG COMPANY.

The United States District Attorney on September 18 filed four suits, to recover \$1,000 in each case, against the Owl Drug Company, charging four violations of the alien contract labor law. It is charged that this concern, which has been boycotted because of its antagonism toward the local Drug Clerks' Union, engaged Jesse T. Foster, Frank Hedley, S. B. Pretty and J. F. Robertson in Toronto, Canada, to come to San Francisco and enter their employ as drug clerks at \$75 per month. The defendants are charged with violating the statute that prohibits the employment of persons under contract, either verbal or written, in another country for service in this. The statute, however, makes exceptions for "those belonging to a recognized profession," and the Owl clerks, being graduate pharmacists, contend that they fall under this category.

Opportunities for Export Trade

(Written for the American Druggist.)

FOREIGN PHARMACEUTICALS IN FRANCE.

Under the French customs tariff law "compound medicaments figuring in a pharmacopœia" are admitted. The duties on these are to be "fixed by the Superior School of Pharmacy" (we need hardly remind our readers that this is a Government establishment), with a minimum of 20 per cent. *ad valorem* in the general tariff (reduced to 15 per cent. in the "special" tariff accorded to Great Britain, etc.). Compound medicaments not figuring in a pharmacopœia are "prohibited." (We may remark as a curious fact that chemicals and pharmaceuticals are almost the only articles classed "*ad valorem*" in the French tariff—"chemicals not denominated" pay 5 per cent. on their value.)

Yet it is self-evident to any one that has been in an Anglo-French pharmacy that English and American pharmaceuticals are brought into the country in sufficient quantity to meet the demand. For some articles no difficulties are raised; for those tabooed by the French customs the pharmacist has to exert his ingenuity. When there is a large sale for the article it often finishes by being prepared in France itself. One or two popular "syrops" and a well-known codliver oil emulsion might be cited as examples. For those less in demand the task remains. The parcels post affords certain advantages in this sense, and then, again, each port having a distinct staff of "douaniers," one may sometimes hit on a harbor where the officers are more tolerant or less vigilant. The fact that every now and then a consignment is seized and returned to its point of departure is a partial explanation why the prices charged by Anglo-Parisian pharmacists for patents from abroad are seldom very low. Though—to their credit be it added—they have so far loyally stood shoulder to shoulder against the "cutting" which is the bane of French as of American and British pharmacy.

To thoroughly push a proprietary remedy in France it is therefore necessary to have an agent in the country, and not unfrequently to confide to him the secret of preparation. But—this fact is not always grasped by American manufacturers, so may be duly insisted upon—this rule applies only to medicaments in the strict sense of the word. A dentifrice or a soap may be classed as "perfumery." One cannot be dogmatic on points of customs, where so much depends on the individual. The English railway porter's elucidation of the company's tariff, "Cats is dawgs, and rabbits is dawgs, but the station-master 'e says as 'ow a tortoise is a hinseck and we don't charge nothink for them," is irresistibly suggested when the question of "declaration de douane" comes under discussion. One must, to a certain extent, take one's chance. Several well-known proprietary preparations are declared and labeled for transit with pharmacopœial names. Rubber goods and side lines generally are less handled by pharmacists in France than in Anglo-Saxon lands. It must be borne in mind that the French pharmacist has the monopoly of the sale of all medicaments (not of the poisons only, as in England) and that no doctor may dispense here. Consequently, the pharmacist has less necessity to go outside his strictly legitimate business. Still, the British houses and their imitators carry, as a rule, a full line of whatever their American and English patrons expect to find in a first class drug store at home. Surgical appliances, in large towns, are usually sold in special shops, but at the Hygiene Exhibition recently opened here one may notice how largely some enterprising manufacturing French pharmaceutical houses are catering for the hundred and one needs of modern antiseptic practice. And while speaking of side lines, it is worthy of note that the first soda fountain in a Parisian pharmacy was installed (last month, we believe)

in the Rue St. Honoré. It is yet too early to quote the success or otherwise of the experiment.

Up to the present time the only conspicuous foreign figure in Parisian pharmacy is the Englishman. He caters specially for his own countrymen, takes the best of the American trade by his mother tongue and does a large hotel business among Russians, Spaniards, etc. He has held his own up to the present, does high class business, but does not tend to increase in number. The prospective American pharmacist might learn much from his methods, and the upward trend of pharmaceutical education and business enterprise in the States may yet have its results in Anglo-American pharmacy in Paris.

Advancing Trade Relations with the United States.

In its issue of July 21, 1904, *Export* (the organ of the central union for commercial geography and for the advancement of German interests in foreign parts) has the following article in regard to American efforts in securing foreign markets:

"That the motto 'Germany leads the world' is only a beautiful dream is sufficiently well known. The fulfilment of this dream grows more difficult with every year. This is now being discovered. We are now standing still in foreign parts. At home the great desire of moving forward that should characterize our people is vanishing. I have no intention of discussing the higher forms of politics, but anyone who will cast his glance outside of the limits of the German Empire and will take an unprejudiced view of the different peoples can not but see that Germany is beginning to feel weak. Everywhere we are crawling and bending the knee, and yet in no part of the world are we regarded as favorites. Is this right? At present we are told that we are not able to play trumps because we have no fleet. Of course we need a strong fleet the more we rub up against foreigners in far-off lands, but did we not play another role twenty years ago with a much smaller fleet?"

"Let us glance at Nicaragua. The dominating position held by Germany 10 years ago in that country is being slowly but irrevocably yielded up to the Americans, who, thanks to their bold, enterprising spirit and thanks to their distinguished consular representation, are moving into the place once occupied by us. After the coffee crisis of 1896 had endangered Hamburg capital and caused a great many losses, which were not unexpected, there has been an entire loss of spirit. This, too, in spite of the fact that the government of President Zelaya is not only firm but gives great promise for the future. The Americans, on the other hand, with great spirit, have in a few years conquered the entire country. They said to themselves that a land so blessed by nature must yield excellent results. They have poured capital into the country. They have sent out commissions to visit and to study it. They have established depots, and have sought and found capitalists who are willing to exploit the brilliant concessions made to them by the Nicaraguan Government. One concession gives them a monopoly in felling various kinds of valuable wood on the Mosquito coast. Another is for the exploiting of great mining interests in the North and Northeast. A third gives a monopoly of the river transportation on the East coast. Through this the culture of bananas is placed in the hands of one company.

"The same syndicate lent the government \$1,000,000. It has taken over the immense farm of the President on the Gulf of Fonseca, and has pledged itself to establish a new line of steamers between New Orleans and the Gulf ports of Nicaragua. The entire cost in these parts is already Americanized. Business houses in Bluefields, banana and caoutchouc plantations, and numberless mines are already in the hands of Americans. They are planning to buy great stretches of ter-

ritory for ranches, which will yield enormous profits upon the opening of the Panama Canal. An American company is furnishing Managua with electric lines and is preparing to spread a net for the transmission of power over the entire country. Apart from the far-reaching and exploiting spirit of the Americans and their almost reckless investment of capital, a large part of their success is undoubtedly due to their consular representation which undertook, through personal and social relations with the leading people, to make an impression, first of all on the President of the Nicaraguan Republic, and afterwards on the leading people. They have removed the prejudices that existed against their country and have succeeded in obtaining concessions for their countrymen.

"Our consular representation suffers from the lack of close contact with the Nicaraguan people. Up to the beginning of last year we had a consulate for Managua and Salvador. Only those who know the difficulties of communication between Nicaragua and Salvador will understand how inappropriate such an arrangement is. The consul is always traveling from one post to the other. We held meetings and begged the proper authorities in Germany to remedy this evil in order to free Nicaragua from its inevitable results. We asked for a consul who would be in an independent position and able to assist his countrymen. As yet we have received no answer. This has produced a bad feeling. The original arrangement still continues, except that Costa Rica has been substituted for Salvador, and in each of the two capitals a vice-consul has been appointed. We do not find that much has been gained by this arrangement, and are of opinion that enormous expenses for consular objects are thrown away.

Opportunities for Employment in Mexico.

In a recent Consular report, Vice-Consul Conely, of Mexico City, says that a prime requisite for any person who desires to come to Mexico to earn his living is a knowledge of Spanish. A young man who intends to come to Mexico to work should learn all the Spanish he can—which will probably be very little—before leaving the United States. The first and most important thing for him to do after arriving in Mexico is to pursue his study of the language of the country. Without a good working knowledge of it his chances for doing well are, indeed, very limited.

Generally it is useless for a man to try to obtain employment in Mexico or anywhere else by means of correspondence. Occasionally positions are secured here by persons in the United States by advertising in the local papers, but not often. It is the man on the ground that gets the position. Therefore, if a young man in the United States desires to secure a position in Mexico he should come here and make a personal canvass for it, but he should not come unless he has sufficient money to live for several months while seeking employment and to pay his way back home if necessary. It is impossible to say just what this amount should be, but a safe sum would be what it would cost to live in a city in the United States for six months, plus railroad fare home.

Regularly at this season of the year this office is deluged with letters from prospective graduates of medical, dental, pharmaceutical and law schools, and other institutions of learning, asking to be advised about starting life in a practical way in Mexico. Mexico doesn't need budding doctors, dentists, druggists, opticians, lawyers or school teachers. She already has more than she knows what to do with. Undoubtedly one of the reasons for the lack of greater industrial progress in Mexico heretofore has been the fact that, broadly speaking, there have been only two classes, the very rich and the very poor. The boys of the upper classes have all been educated to be professional men, and the boys of the lower classes have had no education worth speaking of. Under the wise guidance of President Diaz, a middle class is developing in Mexico, and technical schools are being established here. Mexicans are just beginning to realize that there is a great field for young men with a technical education, and the boys of the upper classes, as well as of this growing middle class, are beginning

to fit themselves to take an active part in the development of the resources of their own country.

So far as the requirements for practicing the professions in Mexico go, they are indeed very liberal. Physicians and dentists may practice in any part of the country without other formality than the payment of the regular contribution tax, which is very light, and which is levied upon all business or professional men according to the income derived from their profession. Physicians cannot, however, issue death certificates without first having passed the regular Government examination, in Spanish, and obtained a Government diploma. It is customary for physicians not having such a diploma to associate themselves with local physicians who have. Diplomas from medical or dental colleges in the United States are valuable to holders in Mexico only as a mark of ability. They have not and at present cannot be given any legal weight. A similar rule applies to lawyers' diplomas. An attorney is not authorized to practice before the courts in Mexico until he has passed the regular Government examination and obtained a license. It is therefore the custom of American lawyers in Mexico to associate themselves with local lawyers who possess Government licenses. Every drug store must have connected with it a pharmacist who possesses a Government diploma, who is considered by the authorities to be the responsible person of the establishment. The other clerks of the store are not required to possess such a license, but any prescriptions filled by them must be checked by the responsible person. It is almost essential for American physicians, pharmacists and lawyers to learn Spanish as quickly as possible and to fit themselves to pass the Government examinations, but in the meantime they may be able to earn something by practicing without Government licenses.

Generally speaking, salaries in Mexico are lower than for corresponding positions in the United States, and the cost of living is just as great or greater. Newcomers usually have an erroneous idea as to the cost of living in Mexico. A salary of \$225 a month Mexican currency sounds bigger than a salary of \$100 a month United States currency, and one who has not tried it usually believes that he can make \$225 Mexican currency go further in Mexico than he can make \$100 United States currency go in the United States. This is not true. As has been stated, the cost of living, in gold, is just as great in Mexico as in the United States, or greater.

Neglected Opportunities in India.

In no part of the world outside of Europe and, perhaps, South Africa, are the chances for building up a good trade in American products better than in India, and yet that country has been strangely neglected by our exporters, so that out of \$250,000,000 worth of goods imported annually the United States last year had only about 1.5 per cent. of the trade, while the United Kingdom had about 67 per cent., and Germany, France and Belgium, in the order named, the larger part of the remainder. About 50 per cent. of the imports are cotton goods and the next largest are iron and steel manufactures. In both of these the United States should be able to compete successfully with any other country. In the opinion of our Consul-General at Calcutta, R. F. Patterson, if a direct line of steamships were established between New York and Calcutta, sailing regularly—not less than once every month, and oftener when the trade increased to warrant it—the passage not to be more than forty days, so that importers could rely upon receiving their goods at specified times; and if our exporters would put active, capable men in the field to exploit the markets of the country, our trade would be increased many fold within a very short time. There are no restrictions on trade in India, and there is no reason why our exporters should not compete successfully with those of the United Kingdom, especially on cotton goods and all manufactures of iron and steel. The only obstacle is the want of more rapid transit for their goods and more determined efforts to secure the business. Such a steamship line as suggested by Mr. Patterson would be sure to receive return cargoes, as our imports from India are now large and constantly increasing, amounting to about \$35,000,000 last year.

Patents and Trade-Marks in the Dominican Republic.

Although the Dominican constitution provides for the protection of inventions and productions which are scientific, artistic and literary, there is no special law controlling the concession of patents or the exclusive use of trade-marks.

In the absence of such law, the necessity to keep track of the incessant demands of inventors and producers has induced the successive Governments to observe, in adapting themselves as much as possible to the local circumstances, the rules which have been passed and adopted concerning these matters in the more civilized countries.

It is for this reason that it has become a custom to grant temporary exclusive privileges for inventions of all sorts and to authorize the exclusive use of trade-marks for a limited period upon complying with certain formalities and the payment of certain purely personal amounts. At the present time it is the Minister of Formento who is in charge of the examination as to the originality of inventions and productions for which protection is requested, and it is he who must be addressed in the matter of applications, which must be upon stamped paper accompanied by a necessary document.

When infringements are committed for which no particular penalty is provided, they are submitted to the common rules established by the Civil Code for various injuries to property.

A law will be passed without much delay, which is at present under consideration, and will provide all the remedies in force in the almost universal legislation.

A Growing Demand for Patent Medicines in Cuba.

The French consul at Havana calls the attention of French manufacturers to the growing demand for patent medicines in Cuba, where physicians are scarce. He says that of the \$316,000 worth of patent medicines imported by Cuba during the fiscal year 1902-3, France furnished \$201,500 worth. Our patent medicine manufacturers ought to act upon this information.

Methods of Increasing Export Trade to Honduras.

American representatives abroad have often asserted that the best way for American manufacturers to increase their export trade is to follow the example of European manufacturers and grant longer credits. Wm. E. Alger, Consul, Puerto Cortes, Honduras, says that he is convinced that this is not the best thing to do, at least as far as the Republic of Honduras is concerned. The additional accounts that might be obtained by granting longer credits would not be considered desirable accounts by good business men. The best means of increasing trade are, in his opinion, first, to pay strict attention to the instructions of the purchaser, carrying them out to the letter in every detail; second, to pack better; third, to use great care in the preparation of invoices; and, fourth, to reduce petty charges for packing, baling, drayage, etc.

The Price of Rubber.

Germany occupies a very important place in the rubber world, and it is, therefore, interesting to note an authoritative opinion contained in a recent number of the *Gummi Zeitung*, which remarks that "the further rise in the prices of rubber goods contemplated by the associated manufacturers is now an established fact. As the state of the raw rubber became more acute, and every hope of a fall in raw material had to be abandoned, most German makers found themselves compelled to announce a further 10 per cent. rise in all goods, to take effect at the end of August. The total rise in manufactured articles is thus 30 per cent. in the last two years. This new rise," says the *Gummi Zeitung*, "we had for some time pointed to as unavoidable, and all far-seeing tradesmen will agree that at present rises in price are the sole way out of the prevailing difficulty. How strained the present situation is may best be shown by the fact that the makers who hold out against this third and last rise, hoping for a fall in the price of raw rubber, or for some other solution of the difficulty, have now given way. It is now contemplated to add 10 per cent. to the Austria-Hungary trust prices. These

rises are very small in view of the increase of 60, 80 or even 100 per cent. in the cost of raw rubber. No doubt the rubber goods dealers will have trouble, for each rise is more disagreeable to their customers than the one preceding it. We can, however, but repeat what we said two years ago. Any one who does not want that the quality of rubber goods should continually depreciate, but that such goods should remain trustworthy in every sense, must co-operate and do his utmost to enforce the new prices for manufactured rubber. Let us all hope at the same time that these bad times may soon be over, and that regular quiet conditions may return, although there are no indications of such good fortune just now."

This is a clear statement, and the *British and Colonial Druggist* (London) adds that in Great Britain forces are at work to put more backbone into the India Rubber Manufacturers' Association, which, as we have previously reported, is responsible for several advances in the price of manufactured goods. A short time back one of the recommendations of this organization in regard to advancing the price of rubber goods failed to secure the unanimous support of its members, and to the friction thus created is attributed the delay in making a further recommendation for an increase. Although all the manufacturers are not in this association, its price proposals considerably affect the general trade, and a certain suggestion that has been made is, therefore, pertinent. It is that either the association must make its recommendations whenever justified in doing so, and without fear of any small minority of its members, or it must stop altogether from attempting to regulate the price of manufactured rubber articles.

This Year's Output of Olive Oil.

Pharmacists will find the following data from the report of a Berlin chemical firm interesting in relation to the unusual condition of the olive oil market. Since the middle of June there has been a steady demand for olive oil in various portions of Southern Italy and Southern France, and in the beginning of July prices began to rise. These prices continued to increase during the month of July because the prospects for a good crop of olives were gradually getting worse. As the result of the extraordinary drought and heat which prevailed in Southern Europe large numbers of olives perished, so that a full crop could not be expected. In addition to this the trees gave very full returns last year, so that this year a smaller crop may be expected. In Southern Italy, especially in Calabria, where the best table oils are produced, only very small amounts are expected, and in spite of this a number of traders from Northern Italy and from the Riviera are steadily buying the best quality, at any price, in Southern Italy. It is advisable to lay in a good supply at once, and for some time, as a turn of the market cannot be expected this season.

Advance in Iodine Preparations.

Under date of Philadelphia, October 25, Powers & Weightman issue the following circular: In consequence of the advance in the cost of crude iodide, we now quote iodide preparations as follows: Ammonium iodide, lb., \$4.35; oz., 29 cents; arsenic iodide, lb., \$4.70; oz., 31 cents; arsenic and mercuric iodide solution (Donovan's), lb., 19 cents; bismuth subiodide, lb., \$4.20; oz., 28 cents; cadmium iodide, lb., \$3.85; oz., 26 cents; calcium iodide, lb., \$3.85; oz., 26 cents; iodide resublimed, lb., \$3.60; oz., 24 cents; iodoform, lb., \$3.90; oz., 27 cents; iron iodide, lb., \$3.40; oz., 23 cents; iron iodide syrup, lb., 35 cents; lead iodide, lb., \$2.50; oz., 16 cents; mercury iodide (green), lb., \$2.50; oz., 17 cents; mercury iodide (red), lb., \$2.75; oz., 19 cents; mercury iodide (yellow), lb., \$2.50; oz., 17 cents; potassium iodide, lb., \$2.80; oz., 18 cents; sodium iodide, lb., \$3.55; oz., 24 cents; sulphur iodide, lb., \$4.00; oz., 27 cents.

New York interests are now in full possession of Popocatepetl volcano and its sulphur deposits, the final transfer papers having been signed in the City of Mexico. An American company with \$5,000,000 is to be organized to work the sulphur deposits.

The Drug and Chemical Market

The prices quoted in this report are those current in the wholesale market, and higher prices are paid for retail lots.
The quality of goods frequently necessitates a wide range of prices.

Condition of Trade.

New York, November 5, 1904.

There has been a fair steady demand for drugs and chemicals during the interval since our last report, though the trade could not be called active, and business was perhaps of lesser volume than for the same period of the preceding month. A slackening demand is, however, one of the things to be looked for during the progress of a Presidential election, and when all things are considered less disturbance to trade has been noted this year than during any previous Presidential campaign. The various staple drugs continue in good consumptive inquiry, and several interesting features have developed. Opium has advanced in the interval owing to the receipt of strong cables from the primary market, but while prices here are firmly maintained at the higher range, the demand shows no great improvement. A new schedule for iodine and iodine preparations was announced last month, and potassium iodide and other important salts are now held at a considerably higher range of values. The advance of the season is making for a higher and stronger market for codliver oil, and prices have been already advanced. The quinine situation remains practically unchanged, there being yet a notable absence of speculative inquiry, and most of the movement is concerned with contract deliveries. Menthol has developed signs of weakness and offers at lower prices, but it is felt that as soon as the weather changes a heavier demand will set in, and this article will recover its tone. Values on the whole are characterized by a generally steady feeling, and such advances as have been established during the past few months are well sustained.

HIGHER.

Opium,
Iodine,
Iodoform,
Iodide preparations,
Carbolic acid,
Codd liver oil,
Wormwood oil,
Wormseed oil,
Lemongrass oil,
Sassafras bark,
Bayberry bark,
Cannabis indica,
Gum mastic,
Anise oil,
Cassia oil,
Chloral hydrate,
Salicylic acid,
Cassia buds,
Gum camphor,
Gum tragacanth,
Acetone,
Nux vomica.

LOWER.

Menthol,
Camphor oil,
Cascara sagrada,
Ipecac root,
Quicksilver,
Beeswax,
Mexican sarsaparilla,
Glycerin,
Indigo, synthetic.

Drugs.

Alcohol, grain, continues in demand, but prices show no special variation, the range established by the combination of producers being well maintained at, say, \$2.40 to \$2.42, net, as to quantity. Wood is held and selling at 60c to 65c for 95 and 97 per cent, respectively.

Balm of Gilead buds are in light supply and quotations show an advance to 40c to 45c.

Balsam copaiba, Central American, continues in demand with the current sales at 30½c to 35c in a jobbing way, as to quality and quantity; Para is slow of sale at 35c to 37c.

Balsam fir, Canada, is meeting with good seasonable demand and prices are steady at the range of \$3.50 to \$3.60; Oregon is dull and neglected at 90c to \$1.00.

Balsam Peru is offered a shade more freely, but prices are nominally unchanged at \$1.10 to \$1.15.

Balsam tolu has remained quiet but values rule steady at 21c to 23c.

Barks.—Angostura continues extremely scarce, but prices are unaltered in the absence of important demand, 50c being yet named. Bayberry bark and black haw bark of root show increased strength and sales are reported at 10c to 20c, respectively. Cascara sagrada has lost strength in the interval and new bark on spot is now quoted at 7½c to 9c, while old bark commands up to 16c, as to age, quantity and seller. Cramp appears in light supply and held at 20c to 21c, with business evidently restricted by the high prices and the scarcity of stock. Cottonroot is almost out of market and the small available supply is held at 38c to 40c. Sassafras continues firm, owing to the scarcity of supplies, with nothing offering under 13c to 15c, as to quality and quantity. Wild cherry is inquired for to some extent, and values are well sustained at 5c to 7c, as to quality and quantity.

Buchu leaves are finding steady sale in a jobbing way at 15c to 18½c for short.

Cacao butter continues in good demand and firm, at an advance to 31c to 33c for bulk, and 37c to 39c for cakes in 12-lb. boxes.

Calendula flowers are held with more firmness, 26c being named for new crop, while the limited supply of old is held at 22c to 24c.

Cannabis indica is held with increased firmness, and holders offer with reserve at 97½c to \$1.05.

Cantharides are not wanted to any extent, and sales in a jobbing way only are making at the range of 60c to \$1.60 for Chinese and Russian, respectively.

Cassia buds have advanced in the interval, owing to scarcity, the limited available supply being held at 22c to 24c.

Chamomile flowers are held and selling in a routine jobbing way at the previous range of 9c to 9½c for old German, 11½c to 15c for new, and 10c to 16c for Roman, as to quality and quantity.

Coca leaves, Truxillo, are held and selling at the previous range of 16½c to 18c, and sales of Huanuco are making at 28c to 30c.

Cocaine has continued in moderately active demand since our last, and prices are well maintained at the manufacturers' range of \$3.50 to \$3.70 for bulk.

Codd liver oil, Norwegian, is meeting with an improved demand, and prices show an upward tendency, with holders of the more popular brands offering very sparingly in view of the strong position of the oil abroad. In most instances \$50 is demanded, though occasionally the price is shaded to \$48. Newfoundland is held and selling at \$40 to \$42.

Colocynth apples remain quiet, though without quotable change in price, the market being maintained at 37c to 45c for Trieste, and 27c to 28c for Spanish.

Cubeb berries show some slight improvement, holders here being encouraged by conditions at primary sources; while some decline to shade 7½c, 7c to 9c remains the popular range.

Cuttlefish bone is finding steady sale in a jobbing way at previous prices, or, say, 15c for Trieste, 45c for small, and 43c for large jewelers'.

Ergot is without new feature of interest. The demand is more or less of a retail character, with Spanish selling at 41c to 42c and Russian at 39c to 40c, as to quantity.

Eserine has declined in the interval, the quotations for sulphate and salicylate showing a reduction to 7c a grain, a decline of 3c from the previous price.

Lycopodium has developed a firmer tone owing to the scarcity of spot supplies and the strong position of the market abroad. Prices are, however, nominally unchanged at 80c to 85c.

Manna is slow of sale and values are barely steady at the range of 30c to 40c for small flake and 28c for sorts; large commands 50c.

Menthol is easier in tone owing to lack of demand, and while \$3.00 is generally quoted, \$2.90 will buy in some instances.

Nux vomica is held with increased firmness owing to diminishing spot supplies. Sales are making within the range of 3¼c to 3½c.

Opium has developed an advancing tendency under the influence of reports from Smyrna of damage to the crops through drought. Prices here show an advance of 5c, cases having sold lately at \$2.75 and broken lots at \$2.77½ to \$2.80. Powdered is in moderate jobbing demand, with values well sustained at \$3.35 to \$3.40, as to test and quantity.

Orange peel, bitter, is scarce and in demand, and holders generally quote an advance to 2¼c to 2½c.

Quinine is taken with considerable caution, and the market remains in a very quiet condition. Most of the output goes to fill old contract orders, and speculation cuts no figure. The tone of the market is, however, characterized by considerable firmness, and manufacturers adhere to the former limit of 28c for bulk in 100-oz. lots; meanwhile, second hands quote German at 22½c to 23c, and Java at 22c to 22½c. The outcome of the bark sale at Amsterdam on November 10 is being looked forward to with considerable anticipation in view of the heavy offerings.

Spermaceti does not improve, there being sellers of block and cake at 20c to 20½c, and 20½c to 21c, respectively.

Vanilla beans are held at full previous prices, and a good jobbing trade is reported within the range of \$3.75 to \$9.00 for whole Mexican, and \$2.75 to \$3.50 for cuts, as to quality.

Wax, Brazil, is in better supply and values are a shade easier at 28c to 28½c for No. 1, 27c to 27½c for No. 2, and 25c to 26c for No. 3; Japan is dull and nominal at 12c to 12½c.

Chemicals.

Acetate of lime maintains its firm position, and the tendency is upward at 1.30c to 1.32c for brown, and 1.87½c to 1.90c for gray.

Acetic acid reflects the firm position and advancing tendency of the related products, and the last quotation was 2¼c.

Acetone shows an advancing tendency owing to diminished production and the strong position of the basic material. The quotation for drums has been advanced since our last to 14c.

Alum is in moderate request, with lump bringing 1.75c to 1.80c and ground 1.80c to 1.85c.

Arsenic is finding steady sale at the range of 3½c to 3¾c for English and 3.05c to 3.10c for French.

Blue vitriol is maintained with firmness at 5c to 5½c, as to quantity, but the demand continues inactive.

Carbolic acid is held with increased firmness in consequence of improved inquiry. While most holders quote 14c for drums and 23c for bottles, business might be done on the basis of 12½c to 19c.

Chloral hydrate has advanced 5c a pound since our last, the new quotations being 95c for crystals and 93c for crusts.

Chlorate of potash is in steady, moderate request, with numerous sales in a jobbing way at 7¼c for crystals and 7½c to 8c for powdered.

Cream of tartar has been taken in liberal quantities by consumers during the interval, and prices are steadily maintained at the range of 24½c to 24¾c for crystals and 24¾c to 25c for powdered.

Iodine and its preparations have suddenly advanced in price, the new schedule issued by the manufacturers on the 25th ult. showing an advance of 35c in potassium iodide, which is quoted at \$2.75 to \$2.80. Iodine, resublimed, is now held at \$3.60 to

\$3.65, and iodoform at \$3.90 to \$3.95. All of the minor preparations show a correspondingly higher range of quotations.

Nitrate of soda shows more firmness in consequence of increased demand, and sales are reported at \$2.50 to \$2.55.

Nitrate of strontia is firmer, and values show a fractional advance, the revised quotation being 7½c.

Permanganate of potash is generally held at 9¼c to 10c, and trade is reported inactive.

Quicksilver is easy and lower, with the revised range of the market 54c to 57c.

Saltpetre, crude, is firmer under reduced supplies. The range of the market is \$3.55 to \$3.60, as to quantity.

Sugar of lead is in steady moderate request, and values are well sustained at 8½c to 8¾c for white, and 6¾c to 7c for brown, as to quantity.

Tartaric acid is in steady moderate demand, with sales of powdered at 30½c to 31c.

Essential Oils.

Anise has developed increased strength since our last, and sales have been made at \$1.22½ to \$1.25, as to quality and quantity.

Bergamot is slightly easier in tone, with the sales at \$1.90 to \$2.15, as to quality and quantity.

Camphor is less actively inquired for, and present prices are 9c to 9½c.

Cassia has been advanced to 77½c to 80c, for 75 and 80 per cent., the market having recently developed a firmer tone, with the tendency distinctly upward.

Citronella shows more strength, and values are on the upward grade, with 28c to 29c now quoted for drums, and 29c to 30c for cans.

Clove has eased off a trifle, and there are sellers at 95c to \$1.00, as to quantity.

Lemon is weaker if anything, and offers more freely at 52½c to 60c, as to quality and quantity.

Lemongrass has developed considerable strength, owing to local scarcity, and nothing is now obtainable under \$3.25 to \$3.50.

Peppermint is offering a shade more freely, but bulk prices are nominally unchanged, at \$3.50 to \$3.65.

Spearmint is held with increased strength, owing to fears of scarcity, there having been a lessened crop production, and \$4.50 to \$5.00 is now generally named.

Wormseed is held with increased firmness, owing to scarcity, \$1.75 and \$1.85 being now named.

Wormwood maintains a steady advancing tendency, owing to scarcity, and nothing now offers below \$4.00, while up to \$4.50 is asked.

Gums.

Aloes have met with a fair inquiry since our last, but prices are without quotable change, Curacao being maintained at 3¾c to 4c and Cape at 10c to 18c.

Arabic, of the different grades, has been in rather better demand during the interval, sorts getting most attention. The range of the market is 30c to 35c for first picked, 20c to 24c for seconds, and 5½c to 8c for sorts.

Asafœtida is finding a fair jobbing outlet and prices are maintained steadily at 19c to 25c.

Camphor has advanced since our last. The situation at primary sources is influencing refiners to limit their output, and prices are firm on the basis of 64c to 64½c for barrels and cases respectively.

Chicle maintains its strength and nothing now offers below 42c.

Kino is selling only in small quantities, but previous prices are well maintained, or, say, 18c to 20c.

Mastic has advanced to 30c to 32c, the improvement being due to the scarcity of good qualities both here and abroad.

Tragacanth has been in good demand and we hear of sales

of the medium grades within the range of 30c to 65c for Aleppo and 35c to 90c for Turkey.

Roots.

Alkanet is in limited supply and holders are firmer in their views, at 6c to 7c.

Berberis aquifolium has advanced in consequence of prevailing scarcity, and 14c is now asked.

Blood is maintained steadily at 11½c to 12c, owing to scarcity, but the demand is not of an important character.

Dandelion, German, is held with more firmness, and values are higher, at 8¼c to 8½c.

Gentian is in better supply and easier, though 4¼c is yet named.

Golden seal is maintained steadily, and sales are making at the previous range of \$1.40 to \$1.50.

Ipecac shows an easier tendency, owing to the absence of important demand, with quotations for Rio \$1.20 to \$1.30 and Carthagena \$1.20 to \$1.25.

Sarsaparilla, Mexican, is dull and neglected, with 10¼c nominally quoted.

Senega is not inquired for to any extent, but prices are fairly well maintained at the range of 68c to 70c.

Seeds.

The market for seeds presents few new features of interest. The demand is rather slow, but prices are steady as a rule. Celery is quoted at 7¼c to 8c, though 7½ might buy. Lobelia is scarce and wanted at 50c to 55c. German rape shows a decline to 2½c to 2¾c. Colechicum is easier, owing to arrivals, at 18c to 20c. Canary is steady at previous quotations.

Hints to Buyers.

The Albany Chemical Company, Albany, N. Y., is in a position to offer special inducements on large lots of chloroform, ether, concentrated nitrous ether, hydrogen peroxide, bismuth and iodine preparations. Write it for quotations if you purchase in large lots.

The Twentieth Century Soda Fountain continues to gain in popularity all over the United States. It is a money maker and druggists who want to make money in the soda business should write to the L. A. Becker Company, 911 Halsted street, Chicago, for suggestions on soda service.

Apollinaris still holds its own as "the queen of table waters," and druggists who carry mineral waters at all cannot claim to have a complete stock without carrying all the different sizes of this delightful and refreshing water. The Apollinaris Splits are particularly convenient as furnishing a glass, which is quite as much as many people care to take at one time.

The Lanoline advertisement of Victor Koechl & Co., of New York, certainly throws some light on a vexed question. Lanoline Liebreich, Lanoline Puriss., B. J. D., and Adaps Lanæ, B. P. D., correspond to the official requirements of the United States and British Pharmacopœias. Victor Koechl & Co., the sole licensees for the United States, warn pharmacists against "cheap and impure substitutes."

The Acorn Brass Mfg. Company has in its "sanitaire" system of fountains a system which is entirely different from the ordinary marble box heretofore in use. With its system in use the work of the druggist is reduced to a minimum and the company claims that the results obtained are highly satisfactory in every respect. Write it for book C, mentioning the AMERICAN DRUGGIST.

The New Jersey Paper Tube Company, maker of White's Fluted Soda Straws, is constructing a new and finely equipped factory on the line of the Northern Railroad of New Jersey, at Nordhoff, N. J. The factory will be three stories, 75 x 150 feet, and will have storage room for half a season's supply, which will insure prompt shipment. The Coe Mfg. Company, 50 Warren street, New York, is sole selling agent for these straws,

and is now ready with prices for next year. The attractive features of White's Fluted Straws are their strength, the neatness of the package and the perfect imitation of the natural straw.

The therapeutic value of Antiphlogistine is so well established and the product is so popular with physicians in the treatment of pneumonia and kindred diseases that a druggist who fails to carry it in stock is neglecting an opportunity. The Denver Chemical Mfg. Company, the owner of Antiphlogistine, has an announcement to the druggist trade in this issue.

Physiological chemists have at last arrived at a conclusion as to the specific action of "salts" when used as an aperient. This will increase the number of prescriptions for various saline preparations on the market. The best of these preparations have been prescribed very extensively and we suggest that you stock an extra supply of Abbott's Saline Laxative. The Abbott Company is advertising extensively, having page contracts with most of the medical journals that are published in this country. Its popularity will, no doubt, very rapidly increase owing to the work done by the physiological chemists above mentioned.

Knowing How.

The people and firms who know how to do things in the best way are rare. A. H. Andrews & Co., of Chicago, are one of those who do know how to make office furniture, desks, etc., in the very best way. The druggist who wants to secure fine office chairs, desks and tables should get in touch with the A. H. Andrews Company, 174 Wabash avenue, Chicago, and ask them for their suggestive little booklet, called "We Know How."

A Big Profit.

The Berry Chemical Company, 58 Fifth avenue, Chicago, offers a big profit to the retailer on its Berry Face Cream and Berry Freckle Ointment. The first of these retails at \$1 per jar, costs the retailer \$7.50 per dozen; the second retails at 50 cents and costs \$4 per dozen. These goods are guaranteed to give satisfaction or the money will be refunded by the manufacturer. Liberal supplies of samples will be furnished free to the trade. When writing for samples, kindly mention the AMERICAN DRUGGIST.

Pictures Free.

Write to the Lawrence-Williams Company, Cleveland, Ohio, for its handsome illustrations of celebrated horses, which will be sent free of charge for distribution to druggists' customers. These pictures are particularly timely as they serve to remind owners of horses that the best time to treat any strain or enlargement is now, when the horses are about to be turned out for the winter, as the Gombault's Caustic Balsam can now be applied with the assurance that it will give excellent results.

First Aid to the Injured.

The druggist is so often called upon to give immediate aid in an emergency that it would be well for him to know of the various modern methods employed at such times. One skillful in temporarily treating an injury, whether a fracture, a laceration, the presence of foreign bodies in the eye, etc., will receive much credit for it in the community. Knowledge and skill of this kind on the part of the druggist will occasionally be the primary means of saving a life, as carelessness and ignorance in immediate treatment of the injured result fatally. There is a little hand-book published on this general subject of first aid, published by Johnson & Johnson, New Brunswick, N. J., which may be had for the asking and which is certainly well worth the price of postage. The information contained in J. & J.'s hand-book is brief and yet sufficiently clear and is based upon modern surgical practice as applied by first aid societies and associations throughout the world. Necessarily it has been gathered together at considerable expense. Send for a copy and become thoroughly efficient in rendering first aid

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EDITORIAL COMMENT.....	329
EDITORIALS:	
Fruits of the Conventions, Difficulties Encountered by Exporters	330
ORIGINAL COMMUNICATIONS:	
Chemical Reagents.....	331
Developing a Prescription Business.....	332
CREAM OF CURRENT LITERATURE:	
Incompatibility of Cinchona Extract with Ammonium Acetate, Adulteration of Saffron with Feminella, Incompatibility of Lemon or Currant Syrups with Caffeine-Sodium Benzoate, Action of Light and Alkalies on Santonin and Its Derivatives, Lecithin Iodide, A New Way of Rapidly Solidifying Suppositories, Incompatibility of Cinchona Extract and Aromatic Antipyretics, The Active Principles of Cannabis Indica, The Decomposition of Iodine by Fats, Formaldehyde as a Reagent.....	334
Medical Uses for Kapok, Pencils of Potassium Permanganate, The Adulteration of Pepper with the Seeds of Leguminosae.....	335
QUERIES AND ANSWERS:	
Gelatin Coating for Pills to Resist Moisture and Heat, Methods of Saponifying Crude Carbolic Acid, Matzoon Milk, Erasmus Wilson's Hair Wash, Method of Testing Hydrogen Dioxide	336
Self Lighting Gas Mantels.....	337
CORRESPONDENCE:	
Conflicting Standards for Clinical Thermometers, The Guilty Jobber	337
BUSINESS BUILDING:	
The Opening Announcement.....	338
ANNUAL MEETING OF THE N. W. D. A.:	
Detailed Report of the Proceedings.....	340-356
NEWS OF THE DRUG WORLD.....	356-365
REVIEW OF THE WHOLESALE DRUG MARKET.....	366-368

EDITORIAL COMMENT

It is much to the credit of the German-American pharmacists of New York that they are already discussing methods of reforming the conduct of elections for members of the Board of Pharmacy in this State. What impresses us as a very sensible suggestion for an improved method, both for the registration of persons qualified to vote and of casting the ballot, is contained in an editorial article in the November issue of the *Deutsch-Amerikanische Apotheker Zeitung*. It would provide for the registration of the voter ten days in advance of the election, the right to vote being limited to registered pharmacists, and the voter would be required to possess credentials in the shape of a postal card notice previously issued to him by the secretary of the Board of Pharmacy. Discussion of this kind is timely and well cal-

culated to produce good results in the way of bringing about a more equitable and honest method of recording votes.

THE AIR OF THE SUBWAY.

The recent scare concerning the air in the Subway is, we think, largely without foundation, and the enterprising druggist who first opens an establishment in connection with the new road underground need enlarge only his perfume department to achieve a success as great as would be possible on an ordinary thoroughfare. Oxygen enough will, we believe, be found in the Subway for all the passengers it will carry, and the rush of trains should suffice to drive out the expired carbonic acid. A pearl awaits the first pharmacist who has the enterprise to dive.

INCREASING SOURCES OF PROFIT.

The telephone question is being used to good effect in Chicago and in several other important centers to convince retail druggists of the benefits of membership in local druggists' associations. Through agitation and organized pressure the pharmacists of Chicago are actually able to realize a handsome profit annually from the operation of telephones in their stores. The situation is not bad in New York, where druggists who do an average business are able in many instances to make the telephone service pay for itself. We know of some pharmacists in family districts who clear as much as \$30 a month over and above the rental of the instrument. This is not bad, but if better could be done through agitation let us by all means agitate. The National Association of Retail Druggists is actively interested in the matter, and if it is able to perfect a working organization in New York we may expect to see many desirable innovations in the way of increasing the retailers' sources of profits.

PROPERTY RIGHTS IN THIS WORD

The question of substitution in its pharmaceutical bearings has always proved a very vexing one. Some manufacturers have willfully confused the term substitution with that of competition, and have chosen to regard the two as synonymous terms. It must also be said of some retailers that they have frequently misinterpreted the meaning of competition, and come dangerously near to substituting. Some pharmacists who would scorn knowingly to practice substitution have nevertheless unwittingly engaged in a most reprehensible form of it. There is a proprietary medicine on the market, the active ingredients of which consist of some form of iron and of manganese combined with peptone, which offers the very best illustration possible of the kind of criminal substitution referred to. In speaking of this we may be absolved from the charge of "puffing" the particular article in question, as this is written without the knowledge of the proprietor of the compound. It is Pepto-Mangan. Some otherwise well-informed pharmacists have proceeded on the assumption that the term pepto-mangan had a definite meaning in chemistry; that, in fact, some substance existed which could be described as a "peptomanganate," when, of course, no such thing is possible. Hence there have been placed upon the market a great variety of compounds of unknown composition bearing one tag or another having some connection more or less remote with the fancifully coined Pepto-Mangan, which is a trademark name, the legitimate property of the original users of it. Of course, the facts just stated are not generally known, but then ignorance is no excuse in law, and pharmacists would do well to look into this matter for themselves and find out where they stand.

Fruits of the Conventions.

The three important meetings in commercial pharmacy are those of the Proprietary Association, the N. A. R. D. and the N. W. D. A. The meetings of these associations this year have been of especial importance to the retail druggist, and the last of them, which has just come to a close at New Orleans, gives evidence of a closer degree of affiliation between the three branches of the trade and of unity of interests than has ever before existed. It had been feared by some of the retail trade that pressure might be required to induce the jobbers to give their cordial adherence to the direct contract plan, but as a result of the cautious, conservative yet forceful manner in which the affairs of the retail association have been conducted, and of the attitude taken by the leading proprietors, the wholesale trade have seen the wisdom of giving their cordial support to a movement which, if successful, cannot but benefit proprietor, retailer and jobber alike.

The New Orleans meeting would be a notable one as affecting the retail trade if for no other reason than the cordiality shown by the jobber in pledging his support to the retail trade, in furtherance of the direct contract plan. It is possible, of course, that even if any disposition had been manifested upon the part of the jobber to reject the direct contract plan he might still have been coerced into its acceptance, but fortunately for the effectual enforcement of the plan and for the continuation of the present amicable relations between the several branches of the trade, the jobber has pledged his support without coercion and with a degree of cordiality which augurs well for its rigid enforcement.

One other matter dealt with in the New Orleans meeting which is of very general interest in the retail trade is the formal adoption of uniform terms of 30 days net and 1 per cent. for cash in 10 days. While these terms are already enforced in the East there is a wide diversity of usage in the Southwestern and Western States, though jobbers are decidedly in favor of uniformity all along the line. We believe that the proposed change in terms, which is to go into effect on January 1, will eventually prove beneficial to the retail as well as to the jobbing trade, though naturally there will be a certain degree of friction in introducing so marked an innovation as this in certain sections in the Southwest.

The retail drug trade was much surprised and not a little displeased to learn that the Mann bill providing for the abolition of product patents on medicinal chemicals had failed to receive the formal approval of the association.

The spiciest incident of the meeting grew out of the discussion of this measure, Dr. Hugo Schweitzer appearing in opposition and Thomas V. Wooten supporting the bill. The results appear to be somewhat in the nature of a drawn battle, since the Board of Control recommended that the incoming Committee on Legislation correspond with the interested members of the association and be guided by the results of this correspondence.

All three of the alcohol bills before Congress were approved by the association. These provide for (1) reduction of the tax to 70 cents; (2) the sale of denatured alcohol tax free; (3) a rebate on alcohol used in making export goods. None of these measures is disapproved of by the N. A. R. D., though that body has opposed action favoring the introduction of denatured alcohol for the fear that the introduction of the measure providing for this would tend to defeat the proposed reduction to 70 cents, which is favored by retailers.

It will thus be seen that in all essential features the three

branches of the trade are working together in harmony, with the most encouraging prospects for a general improvement of conditions in so far as they affect the retailer throughout the United States, through the active co-operation of the proprietor, the jobber and the retailer.

Difficulties Encountered by Exporters.

In our issue for September 5, under the above head, we took occasion to point out the rather intricate and complicated regulations which govern the introduction of proprietary preparations into Russia. One of our largest manufacturers of pharmaceutical preparations took occasion to criticise this note as being calculated to deter proprietors from seeking foreign markets, and thus defeating an object for which we are striving most earnestly—namely, an increase in the export trade of American pharmaceutical preparations and proprietary remedies. We are glad that this criticism came to us, as it enables us to again state our object, and the methods which we are pursuing to attain the desired end.

We believe that the American can compete successfully with the world in almost every line. To do this, however, he must study the conditions existing in the world's markets, and must adapt his goods and his methods to meet those conditions. The fact that a manufacturer understands domestic trade and carries on a profitable business with that trade by no means implies that he can be successful in his dealings with any particular foreign country along the same line that he has followed in dealing with his American customers. This is the first and most important fact for the American producer to realize, and it is one which he has been very slow to comprehend and act upon. Almost every volume of our consular reports furnishes evidence of his lack of adaptation and of its disastrous effects on our foreign trade relations, and we ourselves have printed numerous letters from commercial travelers in foreign parts in which reference has been made to the indisposition on the part of the American manufacturers to meet with the wishes of foreign buyers even in minor details.

In publishing these criticisms, and in setting before our American manufacturers the difficulties which confront the would-be exporter, we believe we are doing the best possible service in the direction of promoting our export trade. These difficulties exist, and the manufacturer who proceeds to make a bid for export trade and still ignores these conditions will learn of their existence at considerable cost of time, effort and money. This expenditure we wish to save to our manufacturers by bringing these facts to their attention in advance, so that they may prepare themselves properly for the conditions which they must meet if they desire to build up an export trade.

All of these difficulties, however, are but mere incidents, and when once surmounted, the American manufacturer will find that his export trade is one of his most valuable assets, keeping him occupied during the dull season, giving an outlet for his surplus in periods of depression, and having a degree of permanency in delightful contrast to the condition existing in the United States, where the manufacturer can only maintain his hold on the trade by constant and strenuous effort.

Many of our readers will, no doubt, be surprised to learn that railway freight rates in England are about 100 to 200 per cent. higher than in the United States. The rates on the Government railways of Germany are about the same as in England.

CHEMICAL REAGENTS.¹

BY LYMAN F. KEBLER,

Chief of Drug Laboratory, United States Department of Agriculture.

Before connecting himself with the Bureau of Chemistry it was the writer's privilege to be associated with one of the largest manufacturing and analytical laboratories in Philadelphia, where are manufactured not only the medicinal remedies derived from plant and animal sources, but also many chemicals used in medicine and for analytical purposes. Before entering into the manufacture of any chemical it was customary to secure various brands of the chemical under consideration in the open market and determine their quality so as to be informed regarding the purity of the chemical, necessary in order to meet competition. When it is called to mind that the writer in this way started and continued to manufacture no less than 300 different chemicals and assisted in making about 1500 analyses per year, it can readily be seen that an excellent opportunity was afforded to become acquainted with many special brands of chemicals and the manner of labeling them. The misrepresentation of the quality of the chemicals made a profound impression. The writer, in common with most college graduates, labored under the delusion that the quality of a chemical was indicated by the label on the package. The finding of gross impurities in C. P. chemicals was simply astounding. Literature was searched, and here and there a reference was found that now and then chemicals of inferior quality were discovered. The excellent books of Curtman and Krauch pointed to the signs of the times, but nothing had apparently been printed that coincided with the writer's experience. The situation was followed up for a number of years, and it was concluded that these misrepresentations and the delivery of inferior material were not ephemeral, but had come to stay unless chemists would make a combined effort to eradicate the evil. Competition is impossible, because the bidder who bases his quotations on the lowest grade of goods nine times out of ten gets the contract.

In 1901 the writer presented short communications to the chemical section of the Franklin Institute of Philadelphia and the Pennsylvania State Pharmaceutical Association, calling attention to the existing conditions, with numerous examples, and suggested that chemists co-operate and bring order out of chaos. At the 1902 winter meeting of the American Chemical Society the subject was discussed and a special committee was appointed to investigate the subject of chemical reagents. Thus far the committee has made but little substantial progress.

The unsatisfactory condition of chemical reagents was one of the subjects considered at the Congress of Applied Chemistry held at Berlin, Germany, June, 1903, and a special committee on the Testing of Chemical Reagents was appointed at the annual meeting of the Association of Official Agricultural Chemists, held in Washington, D. C., November, 1903.

At first sight it seems a small matter to set fair and proper standards for chemicals, but an investigation shows that it is a large undertaking and means a number of years of hard work.

When we consider the improvements, both chemically and electro-chemically, during the past decade, whereby products of a high degree of purity at a decreased cost are produced, it is but reasonable to expect that instead of our chemicals becoming inferior they should show a marked improvement. It is probably advisable to use the word inferior with some reserve, because we have little definite knowledge as to the quality of chemical reagents used in former days. Chemists of olden times undoubtedly prepared or purified most of their chemical reagents and the quality of the commercial chemicals were little considered, being usually pure enough for use in the arts.

Some chemists are of the opinion that manufacturers and

dealers ought to supply them with the proper grade of chemicals called for without being compelled to test them. If chemists will first of all put themselves on record to the effect that they will not accept any delivery except it is of the quality ordered a great advance will be made. Let chemists join hands in this matter, work together for the common good, and the trouble will soon be eradicated. If dealers once know that chemists are demanding the quality of chemicals called for they will present another front. A spirit of indifference on the part of chemists, a trusting to the integrity of the dealers and the plea of want of time to examine reagents will bring about a changed condition only about the time of the millennium.

With few exceptions manufacturers of chemicals and jobbers are compelled to compete with one another in their line of business, and competition is often on the price basis, irrespective of the quality. The natural result is that if cheap and inferior products are placed on the market by one firm the same conditions must be met by another competitor or lose the trade. For example, some years ago the writer received an order for C. P. zinc sulphate. The article was delivered and a price corresponding to the quality of the article was charged. The recipient of the goods indignantly replied that he had been getting a chemically pure article for a much lower price and asked why we could not supply a similar article for the same price. The complainant was asked to submit a sample of the goods he had formerly received as of C. P. quality, and, on investigation, it was found that the article was one of commercial grade. He was therefore informed that if he wished C. P. zinc sulphate of a quality similar to the sample submitted we would be glad to furnish it at his price, or even less, in large or small quantities, as he desired. Nothing further was heard from this consumer.

Again, if one competitor marks a given article C. P., those in the same line of business must act in a similar manner. If a customer orders his chemicals under the designation C. P. they must be so marked and the price must be the same as that of other dealers or there will be friction. What are the results? The designation C. P. has come to have no significance whatever, and if it has any meaning such meaning is interpreted to suit the convenience of the dealer. Several years ago a sample of potassium iodide was examined and found not to be of the quality ordered. The manufacturer was informed concerning the shortcomings of the chemical. He responded in person and appeared very indignant because we had rejected the article. He was informed that his package was marked C. P., and he unblushingly responded, saying "that the C. P. in this case had no reference whatever to the usual meaning 'chemically pure,' but meant simply 'commercially pure.'" Some tell us that the designation C. P. means *conveniently pure* chemicals, of which quality there are many.

Whatever may be the exact status of the designation C. P. in the average mind, it is quite apparent that the best manufacturers abroad recognize the worthlessness of this term as used in the chemical world at present, and have accordingly dropped it from their price-lists to a large extent.

It is very interesting to note that our American manufacturers and jobbers, however, seem to cling tenaciously to this well-known term, but their products do not appear to be any better than those delivered by foreign manufacturers. To show that this designation is used quite loosely and with a very different meaning for each line of business, a number of examples will be cited. An iron master ordered C. P. zinc chloride and sodium bisulphite, both very difficult of preparation. Undoubtedly chemicals of good quality were desired; such were shipped and the recipient did not enter any complaint, although they were not marked C. P. That no complaint was entered is quite unusual, because men usually like to receive the goods they order to be marked according to the instructions sent to the manufacturer or jobber. Manufacturers of strong inorganic acids and high grade glycerin usually mark their best goods C. P., not because they believe them to be of C. P. quality, for they know such is not the case,

¹ Read at the Kansas City Meeting of the American Pharmaceutical Association, September 7, 1904.

but because such a custom has grown up and customers seem to demand it. Brokers and jobbers are much more inclined to the labeling of their chemicals in such a manner as to make the average chemist think they are dealing in chemicals of a superior grade. As a matter of fact, however, the labels are frequently put on the packages to suit the convenience of dealers.

The writer does not believe in setting a standard which will require a purity of 100 per cent., neither does he believe that it is practicable to require a chemical to be absolutely free from all insoluble matter where the chemical is soluble in water. It is seldom possible to make chemicals absolutely free from all foreign matter, but it is possible to free them from all foreign matter which will interfere in ordinary chemical analysis. Manufacturers have manifested a desire to supply chemicals along these lines and have and are marking, in many cases, chemicals in such a way as to indicate the absence of certain impurities. For example, potassium permanganate and magnesium oxide are frequently marked as being free from sulphur; sodium hydroxide, free from nitrogen; copper sulphate, free from iron. The writer's experience, however, with some of the chemicals supplied under labels of the above character is that they do not comply with the representations placed on the package. Nothing more could be desired than to have the manufacturers state exactly what is contained in the package and thus enable the chemist to readily determine for himself as to whether or not the chemical is fit for his use.

A Fairchild Scholarship for British Pharmacists.

Announcement is made in a recent number of the *London Chemist and Druggist* that Fairchild Brothers & Foster, of New York, in appreciation of the friendly relations which for many years have subsisted between them and pharmacists of the United Kingdom, offer a scholarship of £50 and four prizes of £5 each for competition among those in the United Kingdom who satisfy the regulation requirements for admission to their respective qualifying examinations—i. e., the Minor examination in Great Britain or the License examination in Ireland. The examination is to be conducted in London and Manchester (for England), Dublin (for Ireland), Edinburgh (for Scotland), and Cardiff (for Wales), in July.

Candidates will be required to give notice in writing not later than June 1, 1905, to the secretary, A. E. Holden, Bath House, Holborn Viaduct, London, E. C. The successful candidate will be at liberty to select any well-known school or college of pharmacy in Great Britain or Ireland where he (or she) proposes to study for the qualifying examination during a period of not less than three months within a year from June 1, 1905. No candidate will be admitted for the examination in 1905 who has not completed 20 years of age, or who exceeds 22 on January 1, 1905.

Concordia Medica—A New Scheme for Competing with the Druggist.

An organization of medical men has been completed in Erfurt, Germany, under the name of "Concordia Medica," which seems to be a scheme for taking away some of the legitimate profits of druggists in a way that is scarcely ethical. A number of physicians have been asked to join this organization, which is engaged in the manufacture of secret remedies and specialties and which promises to all its members the payment of a death benefit, provided they prescribe the remedies manufactured by the Concordia, specifying them on prescriptions under the abbreviation C.m. Druggists throughout the German Empire have been complaining about the methods of business pursued by this organization, and a number of local pharmaceutical societies have resolved to refuse to sell these remedies. A number of reputable physicians have also condemned the association in question and its methods. The national German pharmaceutical society has sent to all its members printed notices setting forth the real nature of this concern, but confesses that nothing can be done by the Government against such institutions.

DEVELOPING A PRESCRIPTION BUSINESS.¹

BY WM. C. KIRCHGESSNER,

Grand Rapids, Mich.

Why is there a cry from so many pharmacists that there is a decline in their prescription business, and some state they have none at all? Who is to blame for such a state of affairs? The pharmacists or physicians? My answer is: Both; and the remedy, a better understanding with each other. That there are pharmacists who do not care for a physician's trade we cannot deny, and it is this class which hurts the pharmaceutical profession. To develop a prescription business the pharmacist must be educated in both commercial and professional pharmacy. He must be able to answer all questions asked him on pharmaceutical subjects, if not to furnish same as soon as possible. He must be diplomatic in his dealings with physicians; know their likes and dislikes, what school they graduated from, and never mention the sayings of one to the other, as in no profession is there such a jealousy as exists in the medical profession.

There are two classes of physicians—the dispenser who wants it all and the prescriber who lives and lets live. To win over the dispensing class to a prescriber is no easy task. As a rule they are selfish or ignorant, and dispense to hide their ignorance. Their whole object in life is like a leech, to get all they can. They are never prominent in medical circles or the community in which they live. They never dispense infusions, decoctions, suppositories, ointments or any expensive medicines. Of the new remedies they know nothing. On the other hand, the prescriber is a big-hearted man, ready at all times to learn something, and wants to know of the progress in pharmacy. He would rather see a dozen men making a living out of his work than to deprive one of a living.

Before asking a physician for his business, whether prescription work or furnishing him his supplies, get thoroughly acquainted, calling on him and leaving him prescription blanks several times before approaching him for his business. Some will enjoy a story; others are on their dignity at all times, and with this class you want to be as dignified as they are, giving them to understand that you know your business. The dispensing physician will give as his reason for not prescribing that his prescriptions are refilled and passed from one to the other. I assure him that if he will send his prescriptions to me I will not repeat or give copy unless ordered by him to do so. Furthermore, I will return prescriptions to him if desired. "If you have private formulas that you prepare we will buy them of you and dispense same when ordered, or if preferred we will make them for you, and we assure you that they will be kept as your private property." Always give him to understand that no percentage on his or any one's else prescription will be given, as you would only have to charge his patient more.

A conversation is usually carried on as follows: "Do you know why Dr. B. has such a large practice and such success?" He will say he knows he has a large practice and is successful, but why he don't know, unless he cures. "Well, I will tell you why. He told me that he lays his whole success to prescription writing, as he does not confine himself to what he has in his office or with him. He diagnoses a case and prescribes accordingly." Have you ever used any of the new remedies? Have you any cases that do not improve as much as you would like to have them? I have never failed to get an answer, "Yes, I have." When you get this answer never lose any time in suggesting a remedy, and one that you know he does not have in stock, asking him to prescribe same. This is the entering wedge, and assure him his prescriptions will not be repeated. After getting him started don't lag, but call on him for a few days, asking him about the case in question, and after that call weekly, always suggesting and leaving something in the shape of a sample for him. When he sees you take an interest in him he will reciprocate.

Literature and clinical data of all new remedies should be

¹ Read at the fifty-second annual meeting of the American Pharmaceutical Association, held at Kansas City, Mo., September, 1904.

kept on hand. They are furnished gratis by the large pharmaceutical and clinical houses. The prescribing physician often asks for matters of this kind, as he has read of it, and either mislaid the circulars or thrown them away. This puts him under obligations to you.

REFILLING PRESCRIPTIONS.

This should be discouraged as much as possible, and to accomplish same we paste on all repeats the red slip, reading: "More harm than good is often done by repeating these prescriptions, and it is well to consult your physician before re-

*IT IS WELL TO CONSULT
YOUR PHYSICIAN BEFORE RE-
FILLING THIS PRESCRIPTION.
MORE HARM THAN GOOD IS
OFTEN DONE BY REFILLING.*

filling." This usually has the desired effect, namely, driving the patient back to the doctor. I never fill a prescription knowingly for a person other than the one it was prescribed for, and if it is repeated very often I always inquire, so as to be sure. If for some other person, I notify the physician, and refuse to fill same even for the person it was prescribed for without the consent of the physician. Where morphine, cocaine or narcotic drugs are in a prescription, I leave out same on repeats, and notify physician; so if any kick comes, he will know what is the matter, and they will thank you for it. Prescriptions for venereal diseases, when desired by the physicians, are not numbered or copy given.

PRESCRIPTION BLANKS.

Every doctor wants something different. While it is well to furnish the style they want, the one that I find gives general satisfaction is in book form, pocket size, with your card on all four corners on back.

The doctor's card in the middle of blank. On front only R in one corner and the physician's name in the right-hand corner. For office work I have two blank sizes of check book with plain paper, so carbon copies may be taken if desired. The advantage of having your name in all four corners are two-fold. First, it makes no difference how the doctor folds it, your card will show. Second, if the doctor uses it for a powder paper, your card will be there, so you cannot fail but get something out of it, in spite of what he may do.

BACTERIOLOGICAL AND PHYSIOLOGICAL WORK.

This class of work should not be done for nothing, excepting where the physician is a good prescriber, and he will seldom ask you to do it for nothing, as he will charge his patient whatever your fee will be. Most physicians have no microscope or accessories, and are not in a position to do this class of work. A great many do not have the time. When a physician sees you can do this class of work he has faith in you, and will send his prescription business also. Whether you can use a microscope or not, you should have one, together with the different stains, and mounts made from cultures, so as to compare if in doubt. Let them know that you can test the contents of the stomach after a test meal or case of poisoning.

URINARY ANALYSIS IS ANOTHER REVENUE PRODUCER.

Be up to date by having everything necessary to make accurate analyses. Have at least three good works on urinary analysis; not old books, but the latest editions, as changes in methods are taking place constantly.

MEDICAL SOCIETIES.

Prepare and read papers before the medical societies on subjects of interest to them. The field is unlimited for this kind of work. To get an invitation to read a paper before a medical society is an easy matter. Write to the secretary that you would be pleased to prepare a paper on some subject of interest to the medical profession, as "Doctors' Mistakes" or on some new remedy. You will soon get a reply that your offer has been accepted. Resolutions passed by the pharmaceutical societies which are of interest to the medical profession should be sent to the medical societies. The resolutions passed at the

Mackinac Island meeting in regard to the relationship that should exist between pharmacists and physicians were sent in this way, accompanied by a letter, stating that I should be pleased to prepare a paper on the subject to be read at one of their meetings. It brought a reply at once. I have found that this kind of work does more good than sampling, and gives you a standing with the medical fraternity, something money cannot buy.

CHARGING THE PHYSICIAN.

The dispenser should be charged for everything he gets. He gives you nothing. Why should you give up to him? Never charge the prescriber for trifles that he may want in his case or for his personal use, but if it is a prescription for a patient or office use, charge at least cost price. As most physicians have some poor patients, have an understanding that you will give same at cost if he will designate same by marking P. P., and if too poor to pay anything mark charge. This will mean that his service was gratis, and he would be pleased to have us do the same. I have never had a physician take advantage of this privilege.

ADVERTISING THE PRESCRIPTION ROOM.

Blotters, paper-cutters, paper-weights and penholders are very good ads. for offices and good reminders that you are alive. But the best paying ad. is a card two or three inches wide and six inches long, so as to fit in the pigeon-hole in the physician's desk. These are called "Suggestive Therapeutics" and are sent at least once a month. On the cards we write prescriptions containing our preparations. We will run a few on stomach diseases, skin diseases, &c., always something seasonable. The returns will astonish you. These are sent to the dispensing as well as the prescribing physicians. Never fail to show the doctor something that will interest him when he visits you at your store or prescription department. It shows that you are progressive.

WRAPPING THE PRESCRIPTION.

Unless the package is too large, we never use a string. A sticker, diamond-shaped, is used. This not only makes a neater package, but is a seal as well, and is as cheap as twine.

Quick and accurate service is what the physician wants. To accomplish this a great deal of work can be done in advance. We all know how long a minute seems to a sick person, especially after waiting an hour, more or less, in the physician's office.

The following solutions are kept on hand: Magnesium sulphate, pot. bromide, sod. bromide, ammon. bromide, sod. salicylate, 1:2; pot. citrate, pot. acetate, pot. iodide, sod. iodide, 1:1; mercuric chloride, 1 grain., 4 Cc.; sat. sol. ac. boric, capsules of salicine, A. K.; phenacetine salol, phenacetine and salol, 2 3-5 grains each; powders the same size, pills and capsules of private formulas by different physicians. Dispensing tablets of mercury, arsenic, strychnine, copper arsenite are also used. If a patient is in a hurry and will not wait, send it to him. That these methods have been successful you may judge from the fact that with a few exceptions every physician had some just or imaginary (mostly imaginary) grievance against our store. To-day we have the good will of all of them, not one refusing to let his patient come to us with their prescription work. Seventy-five per cent. of the preparations used in prescription work were bought. To-day it is the reverse. We averaged between thirty and forty prescriptions a day—to-day over one hundred. The first six months of this year we put up 20,502 prescriptions. At first I called on physicians every Friday—lately have been too busy to call on them; have not called for over eight months.

Essence of Rose.

The society formed at Karlavo, Bulgaria, in May of last year under the title of the "Syndicat des Producteurs d'Essence de Rose" now numbers about 1500 small distillers, owing to whose activity considerable progress has already been made toward the attainment of the object for which they combined—namely, the production of a perfectly pure oil and the restoration of the credit of this Bulgarian industry.

Cream of Current Literature

A summary of the leading articles in contemporary pharmaceutical periodicals.

Incompatibility of Cinchona Extract With Ammonium Acetate.—Crouzel (*Union Pharmaceutique*, October, 1904, page 444) says that when ammonium acetate is mixed with extract of cinchona, a precipitate immediately forms, which varies in amount according to the dose of the extract in the mixture. This is to be noted especially because ammonium acetate is incompatible either with coca, kola, sarsaparilla, bitter orange peel, krameria, or opium extracts.

Adulteration of Saffron With *Feminella*.—Under the name of *fœminella* ("fœminell") there is sold in Germany a *Calendula* flower which is so colored and specially prepared as to resemble saffron very closely. According to Linde (*Pharmazeutische Centralhalle*, September 22, 1904) it cannot be distinguished from saffron, unless it is soaked in water. The price of this adulterant, for this is the purpose for which it is used, is 10 marks per kilogram, while ordinary *Calendula* flowers may be bought for 2.66 marks per kilogram.

Incompatibility of Lemon or Currant Syrups With Caffeine-Sodium Benzoate.—Tabuteau (*Union Pharmaceutique*, October, 1904, page 444) calls attention to the fact that when an acid syrup is prescribed with a mixture containing caffeine-sodium-benzoate, a precipitate of benzoic acid results. This combination should, therefore, be avoided. A little sodium carbonate may be added to the mixture, in order to neutralize the benzoic acid which is liberated. If the amount of caffeine does not exceed 1 per cent., ordinary caffeine may be used, as the sodium benzoate is then not necessary in order to obtain a solution.

Action of Light and Alkalies on Santonin and Its Derivatives.—A solution of one molecule of santonin and three of caustic potash in 1.1265 Cc. of water exposed for two months to light is transformed into photosantoninic acid. Francesconi and Maggi have prepared a number of derivatives of this acid and have subjected to the influence of light a number of derivatives of santonin in the presence of potassa and hydrochloric acid. The products obtained varied, not only with the reagent, but also with the concentration of this reagent in the solution. If in the first mentioned experiment only two molecules of potassa are used, then only two-thirds of the santonin in the solution will be transformed into photosantoninic acid.—*Union Pharmaceutique*.

Lecithin Iodide.—According to Riedel's Report (*Pharmazeutische Centralhalle*, No. 5, 1904), lecithin iodide is a compound of lecithin and iodine, which occurs in a reddish brown mass without any odor, or with a slight odor of lecithin, which is distinguished from pure lecithin by its dark color. It is said to contain 20 per cent. of iodine, but by appropriate methods a lecithin may be prepared which contains even larger amounts of this element. Lecithin iodide dissolves easily in ether, acetone and hot alcohol, and less easily in cold alcohol or acetone. The new compound does not swell up like ordinary lecithin, and on addition of sulphuric acid it emits vapors of iodine. It is said to be useful in all conditions in which iodides are used with alterative effects.

A New Way of Rapidly Solidifying Suppositories.—Ronjon (*Union Pharmaceutique*, October, 1904) suggests the following method of rapidly solidifying cacao butter suppositories. The cones of cacao butter and of medicinal substances, etc., are prepared by pouring the mixture, after melting it, into paper cones that are supported in the usual manner by dipping their points into linseed meal, etc. They are then surrounded with a layer of cotton, so that their orifices only project. The cotton is then sprayed vigorously with a stream of ethyl chloride which freezes the melted mixture in a few seconds. This is a very rough method of procedure, but it is possible to improve upon it so as to render it more accurate. The editor of *Union* thinks that this method may prove excellent, and invites pharmacists to try it.

Incompatibility of Cinchona Extract and Aromatic Antipyretics.—Robert has shown that, with the exception of eryogenin, the antipyretics now frequently employed, such as antipyrine, pyramidon, exalgine, kairine, thalline sulphate, precipitate when in contact with a solution of cinchona extract. This precipitate is composed of a combination of the tannin of the cinchona extract with the various antipyretics. Alcohol, glycerin, weak acids (citric, tartaric, dilute hydrochloric acids), dissolve it very readily. It is, therefore, important to avoid these combinations. It is important also in all cases not to filter the precipitate, as the residue might contain a considerable portion of the drugs prescribed; but, if possible, dissolve the precipitate by the addition of a little alcohol, glycerin or an acid, such as citric.

The Active Principles of *Cannabis Indica*.—This subject has received a considerable amount of discussion, but is still incompletely worked out. A summary of recent researches on the question as to the active principle of *Cannabis indica* is published in *Nouveaux Remèdes* for September 24, 1904. Wood, Spivey and Easterfield found this active principle in a fraction of the alcoholic extract distilled in vacuo. The crystalline product of this extract was inactive and is known as cannabinol. Fraenkel has succeeded (*Chemiker Zeitung*, 1903, Rep. 161) in isolating an active portion by distilling the extract made with petroleum ether under low pressure. He separated a paraffin from this portion by means of alcohol, and as the residue of a series of repeated distillations, a fraction remained, the boiling point of which was 215 degrees Centigrade. Fraenkel calls this cannabinol and those products obtained by other observers he styles pseudocannabinol. The active substance is yellow and in the air is changed into a darker syrup. Its composition is $C_{21}H_{36}O_4$, and it is easily soluble in alcohol, ether, chloroform and toluene. This substance was not found in *Cannabis sativa*, the indigenous hemp.

The Decomposition of Iodine by Fats.—It is well known that iodides are decomposed by rancid fats in ointments containing these salts if these ointments are kept for any length of time. Inasmuch as no definite investigations existed on this subject until now, it has been generally assumed that the changes in ointments containing iodides were due to the decomposition of the fats, and the liberation of fatty acids, under the influence of the oxygen of the air, moisture and light. The latest researches on this subject, published by Heffter (*Schweizerische Wochenschrift für Chemie und Pharmacie*, 1904, page 320), show that the fatty acids which are liberated when fats become rancid are not sufficient to produce such a decomposition of the iodides. It appears that some other substance is responsible for the changes which occur in these ointments when they become rancid. If pure hog's lard be exposed for several hours to the air and to sunlight an acid reaction will be noted even after two and a half hours. In benzoinated lard this change takes place after four hours. Examination showed that the water with which these fats had been washed in order to test their reactions always contained some hydrogen dioxide after each washing. This substance, therefore, decomposes the iodides, either alone or in combination with traces of free fatty acids. The presence of hydrogen dioxide may be explained by the property of fats to absorb oxygen and to form dioxides with it. Hog's lard may, therefore, be considered as an easily oxidizable substance, like benzaldehyde.

Formaldehyde as a Reagent.—Formaldehyde has not been used in chemistry as a reagent to the extent which it deserves, says Glucksmann (*Pharmaceutische Post*, 1904, page 413). He insists that formaldehyde is a very useful reagent in many tests, and compares its importance with that of phenylhydrazine which marked an era in organic chemistry. A number

of substances may be identified by means of formaldehyde. The following process is used: The substance to be identified is dissolved in about 1 Cc. of concentrated hydrochloric acid, with the addition of about 1 Cc. of formic aldehyde, and the mixture is boiled. The reaction, which usually begins while the reagents are cold, is thus hastened. When the reaction is positive in the fluid, either a change of color, or a precipitate, or both is observed in it, according to the concentration of the solution. Phenol gives a white precipitate. Gallic acid, which is colored blue by ferric chloride, does not give any visible reaction; the same is true of salicylic acid. Pyrogallol acid gives a violet red color and a precipitate of the same tint. Tannin gives a precipitate of a yellow color; Betanaphthol a reddish color, and resorcin a reddish violet precipitate. None of the alkaloids examined, such as atropine, codeine, quinine, cocaine, morphine, pilocarpine, strychnine, veratrine, and others, gave rise to any appreciable reaction. Formaldehyde enables us to differentiate certain isomers. Thus alphanaphthol may be distinguished from betanaphthol by the formation of a white precipitate. Hydroquinone gives a white precipitate, pyrocatechin a dirty violet precipitate, and resorcin a reddish violet precipitate, as has been stated above.

Medical Uses for Kapok.—Kapok has recently been brought into prominence through the discussion of the relative value of various life preservers used on passenger steamers. Kapok is one of the materials used in the cheaper life preservers, and is said to be extremely inflammable. Kapok is a fibrous material, which is obtained from a variety of trees belonging to the family of bamboos, which grow in Cochinchina, in India, etc., and are known as the false cotton tree, etc., as kapok resembles raw cotton closely. The fibrous substance known as kapok is found in the fruit of this tree. It appears at the moment of dehiscence of the capsule in the form of silky fibres of a slightly yellowish white color, which become moistened with water with great difficulty, and even after months of immersion do not increase perceptibly in weight. Kapok is very light, and can float a weight 30 or 40 times its own weight. Two or three hundred grammes of kapok are said to be able to keep a man above water. Kapok has been used extensively in the English, Russian and German navies for the manufacture of life preservers.

Raw kapok can be used in medicine instead of cotton for lining splints, and for surrounding injured limbs before a bandage is applied, etc. Sterilization darkens kapok somewhat, but does not injure it, and this material would be useful in the manufacture of hospital bedding. "It is well to remember that cotton at any time may become very expensive on account of the American trusts," and that it might be well to have something to take its place in such a case. A sort of collodion has been prepared from kapok, which is very flexible and agreeable to use in minor surgery, etc.—*Bulletin de la Société de Pharmacie de Bordeaux* quoted in *Journal de Pharmacie et de Chimie*, October 1, 1904.

Pencils of Potassium Permanganate.—Lemaire (*Répertoire de Pharmacie*, September 10, 1904) notes that none of the methods recommended for the preparation of pencils of potassium permanganate gives a satisfactory product. He tried various excipients, such as petrolatum and paraffin, kaolin and water, kaolin ointment, anhydrous sodium sulphate and water, etc., but did not succeed in obtaining pencils of stable properties which were sufficiently rigid and in which the permanganate would not undergo decomposition.

He then conceived the idea of trying the sodium phosphate of the Codex (orthophosphate), which melts at 36 degrees Centigrade. This is employed by the process of Deniges, which consists of filling a wide mouthed bottle half or two-thirds full of sodium phosphate. Into the stopper of this bottle is fitted a tube filled with a solution of phenol, and at the lateral surface of this tube, the upper end of which is closed, there is a small orifice through which the vapor of water escapes. The carbolic acid is intended to prevent the development of molds on the crystals. The desired amount of sodium phosphate is placed in a porcelain capsule or in a

test tube, and the receptacle is placed in hot water. When the salt has melted, the prescribed amount of potassium permanganate is poured into the receptacle, mixing the whole thoroughly, and the mixture is then poured into greased molds. When the crayons have become solidified they are taken out by gently pressing on their ends, and they are kept in a hermetically sealed bottle or are put each separately into well closed glass tubes.

By this process Lemaire was able to obtain crayons of potassium permanganate which, if kept for seven months, did not show any changes and remained perfectly rigid. They melted perfectly well at a temperature of 36 degrees, and showed on examination that they contained nothing but potassium permanganate in unaltered condition.

The Adulteration of Pepper with the Seeds of Leguminosae.—Eugene Collin, in a communication made to the Pharmaceutical Society of Vienna (*Annales de Chimie Analytique*, June, 1904), called the attention of chemists to the prevailing adulteration of pepper by means of various grains. The adulterated products are sold in French groceries under the name of Erviop, which is a transposition of the French word for pepper—poivre. These preparations consist of certain leguminous seeds which are intended to replace pepper partly or even completely. The grain known under the name of "erviop" is not aromatic, as is pepper, but has an acrid smell and taste. In order to make these grains resemble pepper as much as possible, they are dipped in a solution of ferrous sulphate, which gives them the characteristic black color and wrinkled appearance of pepper grains. In order to give them the necessary acrid taste they are also dipped in a solution of capsaicin, or into tincture of capsicum. The presence of iron may easily be ascertained by incinerating these grains or by treating them with distilled water and testing the solution. The taste of the grains disappears after they have been soaked in water, showing that they had been artificially treated. The external appearance of erviop grains is very much like that of the seed of pisum or of lathyrus. Attempts to grow the grains failed, as the manipulations to which they had been subjected had destroyed the germinative faculty. The powdered erviop offered for sale as a substitute for pepper contains, in addition to the powdered grains described, powdered olive pits, capsicum, etc. A new industry consists of the adulteration of whole white pepper by means of seeds of some leguminosae. These grains are of a light color, as they have not been subjected to the action of a solution of iron, but otherwise resemble in many respects the grains of black erviop. Their taste also disappears on soaking them in water, and is produced, in all probability, by immersion in capsicum tincture. In order to distinguish the true pepper grains from the false it is sufficient to cut the grain transversely with a penknife. In the grains of the leguminosae one finds the pulp consisting of two cotyledons of a homogeneous color, while in true pepper the perisperm, which constitutes the bulk of the contents, assumes the shape of two concentric layers with different colored zones. In the powder we must look for the presence of special anatomical features belonging to the adulterant product. The presence of cubical sclerous cells arranged in palisades and derived from the scleroderm of the leguminous grains and the presence of starch granules, are characteristic.

The Japanese Pharmaceutical Journal.

The contents of the September number of the *Journal of the Pharmaceutical Society of Japan*, published from Tokio, show a wide range of subjects. K. Tachiki presents a comparative study of the various pharmacopoeial formulas for pyroxilin, or, as the author terms it, "collodium cotton." K. Suda narrates some experiences with the use of ordinary phloxin in place of ideosin in alkaloidal estimation. Being cheaper and more easily obtainable, phloxin is an acceptable substitute. H. Iwasaki describes his experiments with the artificial coloring of Kombu, a Japanese sea weed. The conclusion is reached that copper affords the best means of coloring the algæ.

Queries and Answers

We shall be glad, in this department, to respond to calls for information on all pharmaceutic matters.

Gelatin Coating for Pills to Resist Moisture and Heat.—

A. The difficulties in the way of preparing a gelatin coating for pills that will resist the heat and moist conditions of a tropical climate are almost insuperable. Professor Remington lays the trouble with the gelatin coatings in hot climates to the glycerin, which, he says, is usually employed in softening the gelatin. If the quantity of glycerin is reduced to the minimum and the water employed in melting the glycerin is made to take up a sufficient quantity of boric acid to preserve the coating from decomposition in moist air the trouble will be lessened. The addition of sugar is also advised. The proportions and quantities are matters of judgment and depend upon the containers, the method of drying the pills, &c. Pills intended for shipment to tropical countries should be much more thoroughly dried than those intended for use in our climate.

Some manufacturers of considerable experience have expressed to us their conviction that it is impossible to make a soluble gelatin coating that will not be affected by heat and moisture, and pills labeled gelatin coated which will stand the application of heat and moisture are usually innocent of gelatin. A prominent manufacturing chemist to whom we applied for information on the subject wrote: "We have purchased some pills labeled gelatin coated which would stand any temperature that the pill would stand and have found them absolutely insoluble in water. The coating was, however, soluble in alcohol, and it appeared to consist of a mixture of shellac and resin, no gelatin being present. We have purchased other pills labeled gelatin coated which were coated principally with sugar, talc and syrup, a very little gelatin being present. These pills were pan coated.

Methods of Saponifying Crude Carbolic Acid.—J. K. asks particulars of a method of saponifying coal tar creosote, black crude carbolic acid, etc.

The simplest method known to us is that given in the *Formulary of the Pharmaceutical Society of Antwerp*, which prescribes a simple mixture of crude cresol and soft soap. The cresol, by which is meant the "sharp oil" of the gas works, is stirred into the soft soap, which has been previously melted on a water bath.

It is doubtful whether the product resulting from this process would answer for all purposes, and Wilbert's process as given in a previous number of this paper has more to recommend it. In this an alcoholic solution of soda soap is combined with crude carbolic acid in definite proportions, usually equal parts. The soap is made after the following formula:

Cotton seed oil.....	800
Caustic soda	45
Water	350
Alcohol	250

Mix.

A mixture of equal parts of this soap solution and of cresol, crude carbolic acid, or similar bodies, will give a clear reddish-brown liquid, slightly alkaline in reaction, and having about the same consistency as syrup. It mixes readily in all proportions with distilled water, yielding a solution that is yellowish-brown in color and slightly alkaline in reaction.

Wilbert's process, it will be seen, calls for the use of a soda soap, while the original preparations of soluble phenol were made with potash soap—the soft soap of the U. S. Pharmacopœia. A good soft soap answering to the requirements of the U. S. Pharmacopœia should furnish an excellent medium for the emulsification of crude cresols, such as our correspondent contemplates working with.

Matzoon Milk.—W. Z.—The method followed in the German Hospital, of New York, is as follows: Take 45 pints of milk, boil thoroughly. Cream two or three times—that is, until all the cream is removed. When the milk is still quite warm add two bottles of prepared Zoolak or Matzoon. Mix thorough-

ly. Bottle quickly in pint bottles, not entirely full. Cork tightly immediately, and put in a warm place till the liquid shows creamy through the bottles. Thereafter keep it at an even temperature. If milk prepared in this way is allowed to become chilled before it is thick, it remains thin and the flavor is spoiled. If not kept very cold after it is made the fermentation may be carried too far.

Erasmus Wilson's Hair Wash.—V. & C. who ask for the formula of Erasmus Wilson's Hair Wash are referred to this journal for May 23, 1904, page 300, where a great variety of formulas is printed. In an earlier number than the one cited, the following was given as being the copy of a recipe of this hair wash written by Dr. Wilson himself:

R. Ol. amygdal. dulc.....	}	aa.....℥i.
Liq. ammon. caust.....		
Spir. chloroform. B. P. }		
Spir. rosmarini		℥v.
Essent. limonis		℥ss.

Spirit of chloroform, B. P., is made by mixing 1 fluidounce of chloroform with 19 fluidounces of alcohol; spirit of rosemary, 1 fluidounce of oil of rosemary with 49 fluidounces of alcohol. Essence of lemon (not official) may be made like the official essence of anise and peppermint, by mixing 1 volume of oil of lemon with 4 volumes of alcohol.

Method of Testing Hydrogen Dioxide.—L. H. asks for a method of determining the strength of a solution of hydrogen dioxide, and incidentally calls attention to an error in our designation of the strength of the permanganate solution used in determining the percentage of oxygen in magnesium dioxide in a previous number. (October 3, p. 227.)

The United States Pharmacopœia method cannot be improved upon. It is as follows: Dilute 10 Cc. of hydrogen dioxide solution with water to make 100 Cc. Transfer 17 Cc. of this liquid (containing 1.7 Cc. of the solution) to a beaker, add 5 Cc. of diluted sulphuric acid, and then, from a burette, decinormal potassium permanganate V. S., until the liquid just retains a faint pink tint after being stirred. Each Cc. of the decinormal potassium permanganate V. S. corresponds to 0.0017 Gm. of absolute hydrogen dioxide.

The rationale of the process was described by Dr. Charles Rice in the columns of this journal during the time he was editor, and the particulars are worth repeating. The following is Dr. Rice's description of the process of testing hydrogen dioxide: Carefully measure 10 Cc. of the dioxide into a graduated cylinder and add enough distilled water to make 100 Cc. Of this liquid transfer 10 Cc. to a beaker, add to it 15 Cc. of diluted sulphuric acid, and then, from a burette, decinormal permanganate solution until the color of the latter is no longer discharged and the liquid shows a faintly pink tint.

If the operation is conducted at the ordinary indoor temperature, the results are practically accurate enough and no correction need be made. It is, however, advisable to make the test at a temperature not greatly exceeding 60 degrees F.

As the solution of the dioxide has, practically, the same specific gravity as water, it is assumed that 1 Cc. of it is equal to 1 Gm. Further, the liter of oxygen gas is taken as weighing 1.43 Gm.

Every 34 parts of hydrogen dioxide (H_2O_2 ; mol. weight, 34) yield 16 parts of free oxygen. And every cubic centimetre of the decinormal permanganate solution corresponds to 0.0017 Gm. of hydrogen dioxide, or to 0.0008 Gm. of oxygen gas. (See the reaction given above, where it will be noticed that only half of the oxygen liberated by the permanganate is derived from the H_2O_2 .)

Assuming that 19 Cc. of the permanganate solution have been consumed in making the test, then the 10 Cc. of the diluted dioxide, representing 1 Cc. of the original solution, contain $19 \times 0.0017 = 0.0323$ Gm. of absolute hydrogen dioxide, or yield $19 \times 0.008 = 0.0152$ Gm. of oxygen gas.

Now, since 1,000 Cc. of oxygen gas weigh 1.43 Gm., a simple calculation will show that the 0.0152 Gm. of oxygen will measure 10.6 Cc.

Consequently, the original solution yielded 10.6 times its own volume of oxygen—that is, it is 0.6 over "10 volumes."

Since each cubic centimeter of decinormal permanganate solution is equivalent to 0.0008 Gm. of oxygen, and the latter measures 0.5594 Cc. [$1.43:1000=0.0008:x$; $x=0.5594$], it follows that the figure 0.5594 may be used as a modulus for directly calculating the volume strength from the amount of permanganate consumed:

Cc. of permanganate \times 0.5594 = volume strength of the dioxide.

A true 10-volume dioxide, therefore, consumes 17.8 Cc. of permanganate. A true 16-volume solution requires 28.6 Cc., etc.

Self Lighting Gas Mantels.—K. A. asks if we can enlighten him regarding the nature of the chemical which is applied to incandescent gas mantels to make them ignite when gas is passed through them.

We have seen it stated somewhere that metallic platinum is the initial igniting medium, and we understand that the mantels are first coated with a solution of rhodium chloride and afterward treated with platinum black. The peculiar property possessed by platinum of condensing oxygen and igniting easily inflammable gases or liquids is well known. In the form of platinum black the metal possesses the most powerful oxidizing properties, and it is by the utilization of some such property as this that self lighting gas mantels are made possible.

Correspondence.

Conflicting Standards for Clinical Thermometers.

To the Editor:

SIR,—Your article on the inaccuracy of clinical thermometers is of value as far as it goes, but it seems to me to be very far from conclusive. For thirty years or more Yale Observatory certified the variations of thermometers of all kinds and was the recognized standard for clinical thermometers until the present year, when the Bureau of Standards of Washington announced its readiness to take up the work. In the year 1901 there was an apparent variation of 0.25 degree between the standards of Washington and those of Yale. In 1902 and up to August, 1903, this difference was still 0.20 degree. At the present time the difference is about 0.13 degree. In 1901 I took up this question of conflicting standards through correspondence with both Washington and Yale, and while both insisted as to their respective correctness the positive proof is before me that both of them were in error.

The Yale Observatory standards and those of the Kew Observatory, London, have always agreed, but their readings do not agree with those of the Bureau of Standards of Washington, there being, as I said before, a variation of 0.13 degree. You make the point that the thermometers tested are rejected because of the great variations from the degree scale marked on them, but you fail to take into consideration that they may have been made by the Yale standards prior to 1904, and would consequently show variations when tested by the Washington standards. There are clinical thermometers still being made by Yale standards by reputable manufacturers; and if these thermometers, certified as requiring a correction of -0.20 , were sent to the Bureau of Standards they would show a variation of more than -0.33 (0.4 degree), a variation sufficient to cause their rejection. You will note in your table of errors that the corrections are all minus (with the exception of lot K), and while there is no doubt that lot C should be thrown out, the other lots would come within the limits of accuracy if you read them -0.15 or even -0.10 .

That the Yale Observatory changed its thermometer readings in 1903 is shown by the following table of corrections on our standard thermometer No. 322,515, which was made in 1890, graduated in 1900 and certified by Yale January, 1901; August, 1902, and June, 1903, as follows:

Degrees.	June, 1901.	August, 1902.	June, 1903.
95.....	— 0.00	— 0.00	— 0.10
100.....	— 0.05	— 0.05	— 0.13
105.....	— 0.00	— 0.00	— 0.12
110.....	+ 0.05	— 0.00	— 0.00

I would state that these variations could not possibly be due to shrinkage of glass, because this particular thermometer was over ten years old and was made entirely of Jena Normal glass, and shrinkage would therefore be out of the question. The changes in the readings were no doubt the result of our correspondence.

We are satisfied that the standards of the Bureau of Standards are perfectly correct; but what is a manufacturer to do if he receives an order for clinical thermometers with Yale certificates? And how is he to protect his reputation if these same thermometers are afterward sent to Washington for a retest?

It would seem to me that your efforts should be in the direction of inducing Yale, Kew and Washington to come to an agreement and adopt one standard. You could then legitimately hammer away at manufacturers whose goods did not conform.

Inasmuch as there are only a few makers of reliable clinical thermometers, the work you have undertaken is certainly laudable; but at the same time, as a matter of justice, you should not lose sight of these conflicting standards, which inevitably bring about confusion and leave the conscientious manufacturer open to misrepresentation.

HENRY WEINHAGEN.

22 NORTH WILLIAM STREET, NEW YORK, November 3, 1904.

The Guilty Jobber.

To the Editor:

SIR,—I have read the comments of the trade on the action taken at St. Louis relative to the serial numbering contract plan, printed in the AMERICAN DRUGGIST for November 7, and I must say it is comical to see how some of the jobbers are squirming at the plans which they know will prevent them from selling to cutters.

It is especially amusing to note how back numbered one of the men interviewed by you is, who maintains that these plans will not prevent a cutter from sending his clerks to the loyal retailer and buying the goods and selling them at a lower price, because he would consider it good advertising and money spent or lost that way a good expenditure. This jobber even professes to know one who said that that is what he will do. Now it strikes me that that jobber is too well acquainted with the views of cutters. Further, that both the jobber and the cutter he had in mind had better look up Miles' law book before attempting that kind of a game.

The manufacturer and the retailer are tired of the lame excuses of the deceitful and treacherous jobber, and I don't believe that they will be any longer tolerated. If it is so very difficult for the jobber to do business honestly, let him get out of business. The dishonest ones can well be spared, and the proprietors are ready to dispense with just one hundred of them.

The jobber seems to think it something awful to be asked to give some tangible support to the tripartite agreement. He doesn't seem to realize that he has for six years reaped the benefit of direct buying which the retailer gave up, for which the retailer received nothing; for the jobber to kick on the first divvy up which he has been called upon for looks like playing the baby act if he is honest, or like shirking a plan which will compel him to be honest or stand exposed for his dishonesty.

I would advise my fellow druggists to keep their eyes on the jobber that kicks and squirms the hardest at the serial numbering plan, for I warrant he will be found to be one who has been guilty of supplying the cutters.

RETAILER.

BOOKS RECEIVED.

The following books have been received for review in the AMERICAN DRUGGIST:

In Memoriam Charles Rice. Printed for private circulation. Pp. 59. Philadelphia, 1904: J. B. Lippincott Company.
A Text-Book of Physiological Chemistry. For Students of Medicine and Physicians. By Charles E. Simon, M.D., of Baltimore, Md. Second edition, revised and enlarged. Pp. 504. Philadelphia and New York, 1904: Lea Brothers & Co.



By W. A. DAWSON

Under this head will appear suggestions and plans for increasing trade, advertising experiences, information, and notes of interest useful to the pharmacist in the preparation of his advertising matter. Specimens of current advertising will be reproduced, with suggestive analysis and criticism, and queries relative to advertising matters will be answered. To avoid delay address communications to the Department of Business Building, AMERICAN DRUGGIST, 66 West Broadway, N. Y.

THE OPENING ANNOUNCEMENT.

A Few Points Regarding the Composition of a Circular Letter Announcing the Opening of a New Store.

A New York pharmacist writes asking Business Building to publish "A specimen copy of a letter of introduction or a circular for the opening of a new drug store."

We take it that our correspondent wishes us to give a model for a circular letter announcing the opening of a new pharmacy.

An announcement of this kind is much the same as a regular business letter written by a wholesale or manufacturing firm to some individual or firm for the purpose of soliciting trade, and it is therefore most forceful from an advertising point of view when written in similar style.

Such a circular letter is in fact a manifold letter by a business man announcing the establishment of his new business house and soliciting the trade of the person into whose hands any one of the manifold copies may fall.

Our advice to this correspondent may be outlined as follows: Write the letter yourself. This introduction of yourself and your business establishment should sound the personal note and have the personal touch above all other advertising matter.

Write as though you were addressing some one that you knew of but were not personally acquainted with; one whose trade you knew to be valuable and whose patronage you greatly desired.

No good bit of writing was ever dashed off at the first trial, or in one sitting, save by some great genius in literature; so do not deem your work completed until you can see no possible room for improvement in the copy—no changes that might add to the clearness of your statements or give strength to your arguments.

Write it over and over again until you are satisfied that it is the best you can do, then lay it away until next day and see if it is still all right.

If you have not had much practice in composition, submit the copy to some one who is experienced in advertising work for the correction of any errors in spelling, punctuation, paragraphing, etc., as well as for the orderly arrangement of the facts in logical sequence.

This may seem to some persons a lot of trouble to take over a small matter. But is it a small matter? The first announcement of his first business venture is an extremely important matter to the young business man, and it is surely well worth all the trouble it takes to have this most important piece of advertising matter as nearly perfect as possible, and expressive of the individuality of the advertiser.

The points to be covered in such a letter are: The formal salutation—"To the Residents of _____," "To the People of _____," "Greeting," etc., or this may be dispensed with and the letter simply headed "Opening of a New Pharmacy," or "Drug Store," as the case may be.

Then proceed to state the facts. That you are about to open a new pharmacy located at _____, on such a date, or will hold a formal opening reception on a certain date. If you have

any logical, special or plausible reasons for locating in that particular spot, give them.

Briefly describe the character of your store and stock, its furnishings—if fitted up in neat or elaborate style. Give the chief points about laboratory fittings and call special attention to the completeness of its equipment for doing first-class prescription and galenic work.

Mention any special feature or anything peculiar, out of the ordinary or different from the usual thing in your manner of planning and fitting up, in your stock or the methods you intend following in the management of your business.

Lastly, introduce yourself. State your experience and qualifications, name the prominent firms that you have been connected with; your college and class—if a graduate—and give a list of the diplomas and certificates that you hold. Close with a cordial invitation to visit your store, stating that callers are never pressed to purchase, although, of course, you will be deeply gratified should they honor your new establishment with a share of their patronage.

Have your circular letter printed upon a good quality of super calendered letter paper; a single sheet of "commercial" note—5½ x 8—size for ordinary use, or a double sheet where announcements are mailed, and in the latter case use a very fine quality of paper with envelopes to match—cream white, unless you have settled upon some other tint for your business stationery—and have paper and envelopes of the latest fashionable cut. A broad, nearly square sheet and envelopes with long square flap is the present vogue.

Use black ink—no colors, fancy display type nor ornaments. Above all, do not use an imitation of typewriter type, nor a script or text letter. A light-faced roman letter of modern cut, 10 or 12-point, leaded, will be in good taste.

Have your name and address in the usual place—left upper corner. A *fac-simile* signature at the end will be worth the additional cost for the cut, which will be about \$1.50.

Criticism and Comment.

From the model pharmacy of New York's famous up-State pharmacist (which he himself modestly speaks of as a "drug store"), Warren L. Bradt's Washington avenue establishment in Albany, comes a neatly gotten up folder. It has four leaves—eight pages—4 x 6 inches in size, and is printed in brown, with an enameled paper of a light golden yellow tint. Each page is embellished with an ornamental scroll work head and tail piece at top and bottom of page. Besides these ornaments the first page contains the title, set up in square panel effect in center of page, with about an equal amount of blank space each side.

DAILY NEEDS IN THE DRUG LINE

This makes a very neat cover page, although a possible improvement might be obtained by using type of the same face throughout, as the middle line in italics looks a bit queer.

Inside the cover is this:

The first thought
in sickness,
whether trifling
or serious, is the
Doctor

the second thought
should be

Bradt's

It is probable that the printer had a hand in the wording of this copy, for in the last line clearness and catchiness have been

sacrificed to secure a more exact typographical balance.

"The second thought should be

BRADT'S PHARMACY,"

or Bradt's Drug Store would be clearer, easier to remember—a "catch" line with the real "catchy" swing to it.

Prescription Science

Is the art of being able to judge quality of drugs and chemicals used, to know how they act in combination, to have a knowledge of doses, to be able to combine them correctly and in the proper order. These are the important points—there are many more.

We pride ourselves on the way in which we compound prescriptions. Our methods are such that every prescription bearing our label may be relied on to be absolutely right in every particular.

Few druggists carry the "thousand and one" things necessary to the prompt and proper filling of physicians' prescriptions.

We have a complete stock of every drug and medicine prescribed by physicians in this section, as well as every facility afforded by an up to date equipment.

Bradt's Drug Store

Toilet Articles

Our lines of Manicure Goods, Hair Brushes, Tooth Brushes, Complexion Brushes, Hand Brushes, Sponges, Combs, Perfumes, Toilet Waters, Powders and Soaps are almost unlimited in assortment, comprising the best makes and at prices varying to suit all requirements. Here are some examples: Flexible Nail Files, 15c. to 39c.; Emery Boards, 10c. a box; Tooth Brushes, 9c. to 50c.; Hand Brushes, 5c. to \$1.00; Hair Brushes, 25c. to \$3.50.

The first time you come to our store ask to look at them; perhaps you will not be in need of anything at the moment, but it will convince you that we can serve you better than any one else.

We are doing everything in our power to make this the best and most convenient drug store for you to trade in.

Bradt's Drug Store

Rubber Goods

This is a class of merchandise that should be bought from a dependable source and with a guarantee that unless the goods are perfect in every respect they can be exchanged. The manufacturer (who, by the way, is one of the largest in the country) guarantees every article to us and we do the same to you.

There is not an article in the Drug Rubber Line we have not in stock, and everything is warranted perfect; the prices, too, are as good as the guarantee:

Hot Water Bags.....49c., 79c., 87c.

Fountain Springs.....49c., 75c., \$1.00

Atomizers39c., 50c., 75c., \$1.00

Air Cushions.....\$1.50

Ice Caps.....75c.

Rubber Sheeting, Rubber Tubing, Rubber Sponges.
Everything in the Drug Rubber Line.

Bradt's Drug Store

Altogether, however, this is a good piece of ad matter, well written and arranged, neat and attractive in printing and make-up and quite moderate in cost. We reproduce the accompanying selections from its pages.

Olive Oil

Knowing the difficulty often experienced by housekeepers in obtaining a really fine Olive Oil, we wish to call your attention to the Monogram Brand, for which we have succeeded in procuring the exclusive agency in this section.

A salad prepared with this oil can always be depended upon, and as it is fully matured before being bottled, does not become rancid.

The Monogram Brand is a virgin, imported oil, with the rich nutty flavor so much sought after and so seldom found.

We are desirous that you shall have the opportunity of testing this oil, and shall be glad to give you a sample bottle if requested.

The price is very low considering the quality and full measure:

Pints50c.

Quarts85c.

Gallons\$3.00

Bradt's Drug Store

Thanksgiving Notes.

Now is a good time to advertise and make window displays of spices, condiments and whatever else may be in stock for use in Thanksgiving cooking, or of special significance at this time.

Spices, whole and ground, in boxes or packages and in bulk, may be displayed against a white crepe paper background touched up with red and green trimmings. Place little heaps of spices, whole and ground, on squares of white paper, with name and price written on edge of paper. Contrast appearance and prices of pure and adulterated goods, if possible.

Thanksgiving offers a good opportunity to get your own flavoring extracts going, by talking and demonstrating quality and quantity as compared with price.

Dump out bottles of the common grocery store extracts into graduates to show the short measure of the "skin" bottles and to facilitate comparison of aroma.

If cutlery is kept it is a good time to display carving knives, skewer sets, nut crackers, picks, etc.

BUSINESS SHORT CUTS. In Accounting, Bookkeeping, Card Indexing, Advertising, Correspondence and Business Management. Compiled and arranged by the Board of Experts of *The Bookkeeper and Business Man's Magazine*. Detroit: The Bookkeeper Publishing Company, Limited. Boards. Pp. 157. Price, \$1.

Although written for the accountant and office man, this handy little volume will be found useful to the druggist, or any other business man, both as a reference work for the proprietor's desk and as a text book of office methods and business usage. It is one of those collections of "pointers" and "wrinkles" in business methods and management, in which the business man is likely to find a nugget of wisdom worth a hundred or a thousand times the price of the publication—some time-saving or money-saving method of doing a thing, an adaptable idea, or, perhaps, a note of information that may be put to practical use and result in putting more money in one's purse or keep more money in one's purse.

Among the items of information that are likely to prove of value to the retail druggist are those grouped under the heading of "Short Cuts for Users of Printing," wherein are given briefly and succinctly the leading facts regarding the sizes, qualities, kinds, etc., of paper and card stock, envelopes, tags, ruled heads and all sorts of "printers' blanks." The different "process" engravings used for advertising cuts are briefly described, their approximate cost given, and their applicability to certain classes of advertising matter and paper stocks of different finish and quality are given. The short cuts in accounting and arithmetic seem to contain some things that would prove useful to every man who keeps a set of books, whether in a small or an extensive way.

National Wholesale Druggists' Association

COMPLETE REPORT OF THE NEW ORLEANS' MEETING



November 15-18

1904

The Place of Meeting.

NEW ORLEANS is a delightful place to visit, for it possesses many unique attractions. On either side of a line formed by Canal street there has grown up two cities, the one French, the other American, and while each has had some influence on the other, each still retains its marked and characteristic peculiarities, thus making it a dual city. The French town, with its narrow streets, its great square gray houses, narrow banquettes and paved courtyards, is in marked contrast with the residence quarter of the American town, with its broad streets, its lawns, its villas and its air of prim and precise prosperity.

The two towns keep apart socially as well as geographically. The French are proud of their uncontaminated Creole ancestry and do not seek or encourage alliances with aliens, as they still regard the Americans. Such of the visitors as had heretofore labored under the misapprehension that the term "Creole" implied the admixture of negro blood were speedily set right, for probably no other community in the United States is so proud of its ancestry and so exacting as to the claims of descent in making marriages as are the better class of the Creoles of Louisiana.

Those who had an opportunity to learn something of the social life of the French town were delighted and for the most part surprised at the refinement, the courtesy and the charm of the descendants of the old Creole families. Throughout these families there is the most unmistakable air of high breeding

even where the family fortunes are decayed, and the younger members of these families take up commercial pursuits with that dash and élan which is characteristic of the Latin races, but do so without abating one jot either of their family or racial pride.

The general entertainment features of the meeting provided ample occupation for the time of the visitors, but many still found time for visits to out of the way corners of the old French town, a breakfast with Mme. Bégné, a dinner at Antoine's and a trip to the old French market.

The work of the association was conducted, as always, with dispatch and without friction. The unavoidable absence of Lucien B. Hall, chairman of the Board of Control, threw his important work on the shoulders of Henry W. Evans, of Kansas City, who proved himself a master of executive ability, forwarding the business of the association in a most satisfactory manner.

The representative of the National Association of Retail Druggists made a strong but respectful presentation of the views of the retailer, and these representations were met in an equally fair and liberal spirit. The detailed report which follows will prove of interest to retailer and jobber alike, as showing the steady growth of a sentiment looking toward the active co-operation of all branches of the trade in the effort to secure an improvement in the commercial side of pharmacy.

THE PROCEEDINGS IN DETAIL. FIRST SESSION.

Tuesday Morning.

The first session of the thirtieth annual meeting of the National Wholesale Druggists' Association was convened in the banquet hall of the St. Charles Hotel, New Orleans, at a quarter to ten on Tuesday morning, November 15, by the president, Clayton F. Shoemaker, of Philadelphia, who introduced the Mayor of New Orleans, Paul Capdeville.

WELCOME BY THE MAYOR.

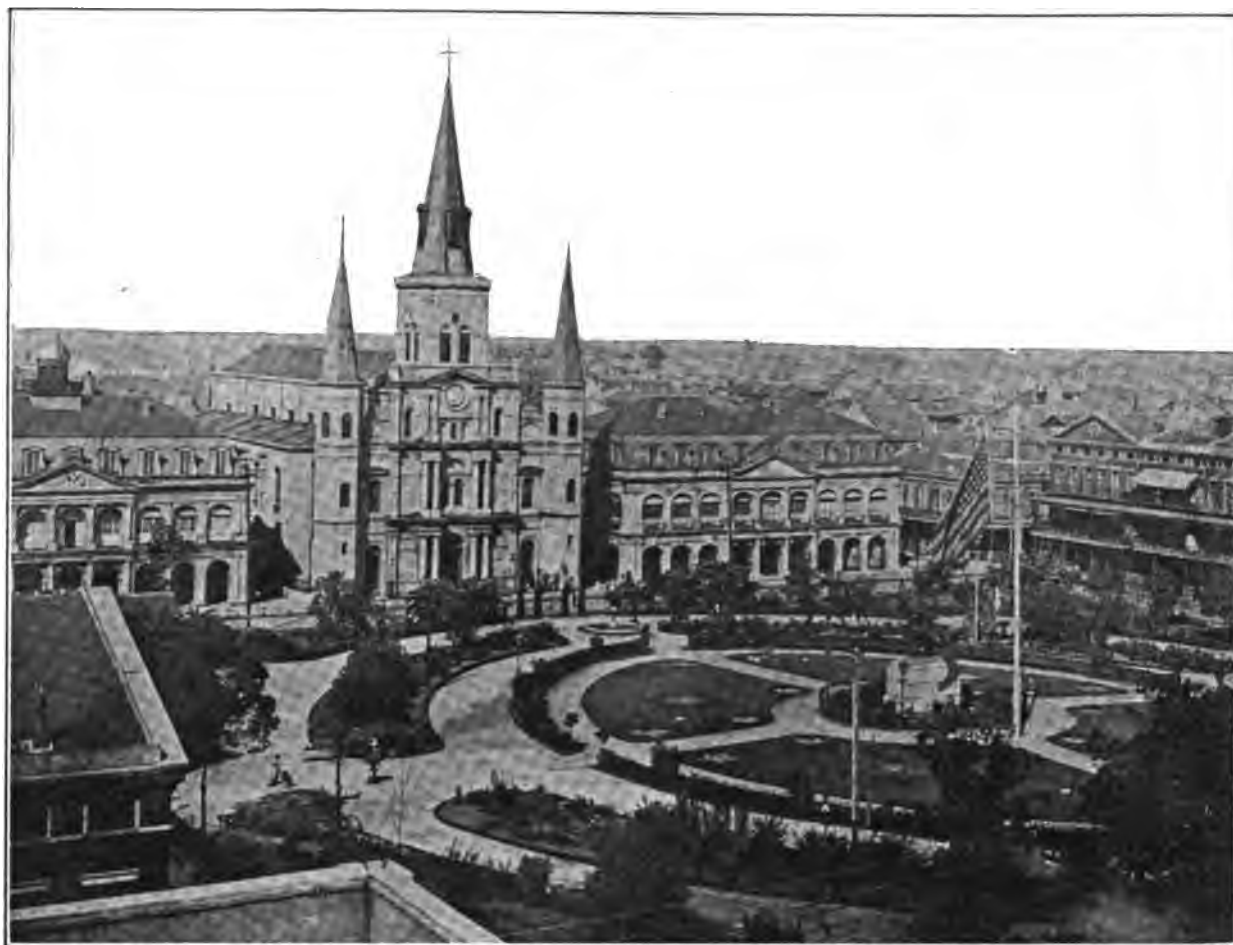
Mayor Capdeville extended a cordial and eloquent welcome to the visitors, which was responded to by J. C. Eliel, of Minneapolis. Mr. Eliel referred in a facetious way to the "walking parties" organized among the young men of the North some forty-three years ago with a view to exploring the South, with Richmond as a point of special interest. These gentlemen, or, rather, such of them as returned, said that they had had a warm welcome, a very warm welcome indeed. Since that time another war had occurred, said Mr. Eliel, a war which was

worth all it cost us in blood and treasure, even if the only tangible result of the war had been the removal of sectional feeling through devotion to a common cause and a common flag.

A. D. Parker, chairman of the local committee on entertainment, announced that the privileges of all of the principal clubs had been extended to the visitors, who needed no further introduction than that furnished by their badges.

THE N. A. R. D. GIVEN THE PLACE OF HONOR.

M. G. Breslin, of New Orleans, a member of the Executive Committee of the National Association of Retail Druggists, presented greetings of that body to the members of the N. W. D. A., saying that he felt it a privilege to have the honor of bearing the greetings of the N. A. R. D., which had labored earnestly for the improvement of the trade conditions in the retail drug business to the N. W. D. A., which was laboring with equal earnestness of purpose for the same end. He said that the N. A. R. D. felt that the two organizations could be of mutual assistance, and that the good work done at St. Louis will benefit the wholesaler and should be recognized by him. Whenever and wherever the N. A. R. D. can be of assistance



Supreme Court, St. Louis Cathedral and Civil District Court, New Orleans.

to the N. W. D. A. he said that the rank and file of the N. A. R. D. stood ready and willing to do so.

He said that the N. A. R. D. had now at the age of six years passed safely through the diseases and dangers of infancy to a lusty youth. Any assistance extended to the N. A. R. D. by the older organization meant aid for every branch of the trade, and he felt sure that through active co-operation of the two associations much good would be accomplished for both wholesaler and retailer.

M. N. Kline, of Philadelphia, a former president of the N. W. D. A., said that it seemed particularly appropriate that he should be designated by the president to respond to the N. A. R. D. greetings. He had made a response to similar greetings a year ago on behalf of the N. W. D. A., and since that time had had some interesting correspondence with the N. A. R. D. on his own account. This correspondence had resulted in a wholly amicable adjustment of certain matters, and he was now quite as cordial in his feelings toward the N. A. R. D. as if he had never been a bad boy at all. He said that the N. A. R. D. represented a constituency without which the members of the N. W. D. A. could not exist, and that the organization had received the support of the jobbers from its first inception at St. Louis. In fact, he said, he felt that the very birth of the N. A. R. D. itself had been made possible only through the success of the N. W. D. A. and of the rebate plan. One of the most hopeful features of the N. A. R. D. was its practicability, its readiness to adapt itself to changed conditions, and he expressed the hope that the two organizations would long continue to act together harmoniously for the good of the entire drug trade.

THE VICE-PRESIDENT OF THE PROPRIETARY ASSOCIATION.

F. W. Schumacher, vice-president of the Proprietary Association of America, presented the greetings of that body, and accentuated the growing importance to the jobber of the business in proprietary articles, amounting as it now does to from \$50,000,000 to \$100,000,000 annually. He said that the com-

mercial supremacy of the United States unfortunately brought in its train much suffering and many hardships for individuals, but these could be materially alleviated by the active co-operation of the leaders in all branches of trade. He felt sure that all would be willing to work together in harmony and thus minimize the troubles which cannot be entirely eliminated.

In responding, M. Cary Peter, of Louisville, said that in the strenuous and swift moving life of the present it was well to remember that we were working under changed conditions. When we were driving oxen it did not make much difference which string we pulled in guiding the team, for if perchance the wrong string was pulled there was ample time to correct the error and pull the right string before the oxen turned. Now that electric energy is our motive power and the mere crooking of the finger served to set in motion stupendous and swiftly moving forces it behooved us to exercise great care in making the slight motion, the results of which might be fraught with such grave consequences.

The secretary, J. E. Toms, read a telegram of greeting from Prof. J. H. Beal, of Scio, Ohio, the president of the American Pharmaceutical Association, after which F. C. Godbold, of New Orleans, as chairman of the delegation from that organization, presented an address in which he asked for the A. Ph. A. the active co-operation of the N. W. D. A. He proposed that the wholesale association enact a resolution formally approving of the older organization and recommending that the salesmen of the members aid in securing applications for membership. The address was signed by F. C. Godbold, W. L. Dewoody, of Pine Bluff, Ark., and Caswell A. Mayo, of New York, as delegates.

In responding, Thos. P. Cook, of New York, said that the N. W. D. A. fully recognized the debt which American pharmacy, and in fact pharmacy in general, owed to the A. Ph. A., for its labors were broad and their results not confined to any section or any one land. As to the question of membership, he said that a study of the roll of members would show that a very large proportion of the members of the N. W. D. A.

were members of the A. Ph. A., and that a further study of the application blanks would show that the travelers of the N. W. D. A. members were already among the most active and effective canvassers for new members of the A. Ph. A.

GREETINGS FROM CANADA.

The secretary presented a letter inclosing resolutions conveying the greetings and good wishes of the Canadian Wholesale Druggists' Association.

A delegation from the Louisiana Pharmaceutical Association, composed of Walter T. Taylor, W. McDuff and Geo. B. Duplantia, conveyed a welcome to the visitors on behalf of that organization, Mr. Taylor acting as spokesman. He said that the law of the survival of the fittest was at work in the wholesale as well as in the retail trade. The demand for educated and trained pharmacists is bringing a better class of men into the retail trade. A similar necessity for training and special skill exists in the wholesale trade, and that wholesaler will be successful in the future who has about him the men of the highest technical skill.

Former president Daniel R. Noyes, of St. Paul, responded to this welcome, and said that the pleasure of welcoming the A. Ph. A. and the Louisiana association was enhanced by the fact that they did not come with instructions and demands.

Thos. F. Main spoke as a delegate from the New Jersey



President Shoemaker is the Smiling Gentleman at the Left.

Pharmaceutical Association, the oldest of the State organizations, and M. N. Kline spoke for the Pennsylvania association, explaining that in his dual capacity as a member of both the N. W. D. A. and the Pennsylvania Pharmaceutical Association, he was glad to convey greetings to himself and to welcome himself as a retailer to his deliberations as a wholesaler. Chas. F. Weller, of Omaha, responded for the N. W. D. A., referring in a facetious strain to that eminent retail pharmacist, M. N. Kline.

Secretary Toms read a telegram from Lucien B. Hall, chairman of the Board of Control, conveying his regret at his inability to attend. Invitations were presented for the members to visit the plants of the International Distilling Company, manufacturers of alcohol from molasses, and of the Jackson Brewing Company. A formal invitation to attend the first ball of the New Orleans Drug Clerks' Association was also presented. The secretary was instructed to make suitable acknowledgment. M. Cary Peter, first vice-president of the association, taking the chair, President Shoemaker presented his annual address, as follows:

The President's Address.

The opening paragraphs of President Shoemaker's address were devoted to an interesting description of the history and development of New Orleans, in which mention was made of the purchase of the Louisiana territory by the United States. He said that the quaint contrast furnished by the two cities which have grown up side by side, but with a sharp line of

demarcation, were not only of interest, but furnished a most valuable lesson.

Turning to matters directly affecting the membership of the association, he spoke of trade conditions, and said the year that had passed since the meeting at Boston had been a fairly good one, from the standpoint of the wholesale druggist.

THE MOST IMPORTANT EVENT OF THE YEAR

was referred to as "the increased strength and efficiency of the National Association of Retail Druggists." The work of the club of proprietors who agreed at the Washington meeting of the N. A. R. D. to bring about better conditions in connection with the sale of proprietary remedies was touched upon and led up to a consideration of the efforts being made to market proprietary remedies under a direct contract and serial numbering system. He felt it necessary to assure the retail druggists of the country that the professions which have been made by wholesalers from year to year were sincere, and had been really and genuinely intended to be effective. He expressed the belief that "it would be most unwise that any of us should at this time, or at any other time, offer any factious resistance to the existing plans, or to any other plans which promise relief for the retailer. We cannot consistently do so, nor would it be liberal or generous to do so."

He said it was undoubtedly true that the performance of the duties thus imposed would necessitate much labor and the actual outlay of considerable cash. It was apparent, and only fair, that for this further expenditure of time and money, the jobbers should be properly and appropriately compensated. He was sure that no careful thinker in either the proprietary or retail ranks would deny this.

He called attention to the necessity of impressing proprietors with the understanding that the wholesale trade required that proprietary articles should be distributed by them alone and not sold to retailers direct. Retailers also should, he said, be made to understand that not only their agreements but likewise their own inclinations should lead them to refrain from buying goods for division.

WOULD COMPETE WITH MANUFACTURERS.

President Shoemaker advocated the more general manufacture of pharmaceuticals by wholesalers in the following terms:

In my opinion every wholesale house would do well to have a fairly well equipped pharmaceutical laboratory which should be capable of filling all ordinary orders for tinctures, fluid extracts, elixirs and pharmaceuticals, specialties generally. I consider this a most important feature in the province of any wholesale druggist. The equipment of a department of this kind need not be necessarily expensive or extensive, but of its profit paying powers I have no doubt whatever. I am fully aware that this statement will excite adverse criticism on the part of our friends, the large manufacturers of this class of goods. It is well known that the attitude of some of these houses has been extremely unsatisfactory to wholesale druggists generally. They have not been satisfied to sell their goods at their lowest price to wholesale druggists alone, but likewise they have made wholesale agents at bottom prices of retail druggists, and, I am also reliably informed, in some cases even of physicians. No wholesale druggist can look upon this programme with complacency. The question of just what to do in each individual case has been so widely varied because of different conditions in different localities that no concerted action by this association as a body has ever been considered entirely feasible.

It is likewise true that there are manufacturers in this line to-day who have been most liberal and generous to the wholesaler; who have absolutely confined their sales to wholesale houses, and because of this deserve our respect and support. At the same time this does not modify my opinion that the wholesale druggist should make his own pharmaceutical preparations and specialties. A careful review of the sales books of my house shows me that at least 75 per cent. of our orders for fluid extracts reach us without any brand being specified. This is our legitimate field of supply. I see no reason why we should turn this business over to any other manufacturer for any reason whatever. In filling orders of this kind with our own make of goods we not only make the profit on each transaction as it passes us, but if our goods are excellent in quality, as they should be, we also lay the foundation for future orders with our own brand specified.

The address closed with a grateful acknowledgment of the work of the Proprietary Committee. He said that the committee had in the last twelve months alone secured to the membership additional profits sufficient to pay several times over the amount of annual dues.

The address was referred for consideration to a committee composed of C. F. Weller, of Omaha; C. A. West, of Boston, and J. W. Burr, jr., of Montgomery.

The president announced the constitution of the following committees:

On Nominations—W. J. Walding, W. O. Blanding, E. D. Taylor, W. A. Hover and J. C. Ellel.

On Time and Place of Next Meeting—E. D. Taylor, J. A. Gallagher and K. Behrens.

To the latter committee were referred the invitations which had been received to hold the meeting at New York, at Niagara Falls, at Saratoga and at Cincinnati.

The report of the treasurer, S. E. Strong, of Cleveland, was submitted, showing the financial condition of the association. The gross receipts for the year amounted to \$22,568.38, with expenditures of \$21,141.25.

This report was referred to an auditing committee composed of J. E. Davis, of Detroit; C. W. Snow, of Syracuse, and C. F. Shoemaker, of Philadelphia.

As chairman of the Special Committee on Finance Mr. Strong submitted another report, as follows:

At the meeting of the National Wholesale Druggists' Association, September 7, 1903, your treasurer urged that some action be taken that would place the association on a more substantial financial basis and that provision be made for further funds when needed. As a result of this recommendation your president appointed the gentlemen named below as a Special Committee on Finance.

The majority of our members appreciate the valuable work which is being carried on by this association, and know that this work means the maintenance of the Rebate Plan, which we are getting at a very moderate expense, and can well afford to subscribe more liberally, and, as suggested by ex-President Hover, charge the expense to insurance account, as the dues and subscriptions which the members are paying into the treasury are in the nature of premiums, affording the members insurance on the profits of half their sales. Without the association it would be impossible to maintain the present basis for the sale of proprietary goods.

We, the undersigned, members of the National Wholesale Druggists' Association, knowing that the regular income is frequently insufficient to meet the obligations of the association, hereby agree to pay annually if necessary at the call at the treasurer such an amount as is necessary to make up the deficit, proportionately with the other signers of similar agreement. The maximum amount for which we agree to obligate ourselves annually, in addition to the regular dues, is herein stated.

Name.....
Address.....
Amount, \$..... Date.....

After careful consideration of the question we have concluded a further increase of dues unwise and frequent assessments unsatisfactory, therefore offer the following plan as the only practical solution of the question of providing further funds when needed.—L. B. Hall, W. J. Walker, Jno. N. Carey, C. F. Shoemaker, S. E. Strong, chairman.

Henry W. Evans, of the Board of Control, reported that the plan proposed by the committee as above had already been considered and approved by the board, which recommended its adoption. This recommendation was favorably acted upon, and the chairman of the Committee on Suits, M. N. Kline, of Philadelphia, was instructed to return to the signers the pledges held by him so soon as the pledges received by the treasurer under the new plan warranted him in taking this step.

THE MEMBERSHIP.

The report of the secretary was then presented by Mr. Toms. This gave an account of the transactions of his office during the year. The membership was shown by this report to consist of 229 active members and 187 associate members. Thirty-three applications for active membership and 18 applications for associate membership were submitted by J. C. Ellet on behalf of the Committee on Membership, as follows:

For Active Members: A. E. & E. V. Brown, Mobile, Ala.; Greil Bros. Company, Montgomery, Ala.; Whitlow-Williams Drug Company, Fayetteville, Ark.; C. J. Lincoln Company, Little Rock, Ark.; W. L. Dewoody & Co., Pine Bluff, Ark.; Mann-Tankersley Drug Company, Pine Bluff, Ark.; E. J. Wittenberg Company, San Francisco, Cal.; N. B. Danforth, Wilmington, Del.; Iowa Drug Company, Des Moines, Iowa; Southwestern Drug Company, Wichita, Kan.; Estorge Drug Company, New Iberia, La.; The Goyer Company, Greenville, Miss.; Estate A. G. Cassell, Vicksburg, Miss.; Quin-Sharpe Drug Company, Vicksburg, Miss.; Parchen Drug Company, Helena, Mont.; Roeber & Huebler, Newark, N. J.; Britt, Loeffler & Weil, New York, N. Y.; Beall & Steele Drug Company, Steubenville, Ohio; Geo. D. Feldt & Co., Philadelphia, Pa.; Memphis Drug Company, Memphis, Tenn.; Thompson Drug Company, Brownwood, Texas; J. W. Crowder Drug Company, Dallas, Texas; H. W. Stark Drug Company, Gainesville, Texas; W. A.

Nelden Drug Company, Salt Lake City, Utah; Williams, Martin & Gray, Norfolk, Va.; Vermont Chemical Mfg. Company, New Orleans, La.; Hopkins & Bethea, Meridian, Miss.; C. H. Butterworth & Co., Philadelphia, Pa.; Steelman & Archer, Incorporated, Philadelphia, Pa.; Shipley-Massingham Company, Pittsburgh, Pa.; Paris Wholesale Drug Company, Paris, Texas; José Sarras Sons, Havana, Cuba; Natchez Drug Company, Natchez, Miss.

For Associate Members: Liquid Ozone Company, Chicago, Ill.; Thos. Thorkildsen & Co., Chicago, Ill.; French Lick Springs Hotel Company, French Lick, Ind.; St. Jacob's Oil Company, Limited, Baltimore, Md.; W. F. Smith Company, Boston, Mass.; Dow Chemical Company, Midland, Mich.; Katharmon Chemical Company, St. Louis, Mo.; American Ferment Company, Jersey City, N. J.; Truslow & Fuller, Incorporated, Jersey City, N. J.; Churchill Chemical Company, New York, N. Y.; Gaunt & Janvier, New York, N. Y.; Ferd. T. Hopkins, New York, N. Y.; Kress & Owen Company, New York, N. Y.; Ripans Chemical Company, New York, N. Y.; The Selling Company, New York, N. Y.; J. F. Smith & Co., Incorporated, New York, N. Y.; Morgan Drug Company, Brooklyn,



W. A. HOVER, Chairman of the Committee on Credits and Collections.

N. Y.; Sanitas Condensed Milk Company, Seattle, Wash.
The first session then adjourned.

SECOND SESSION.

Tuesday Afternoon.

The reports of various standing committees were presented, the first being the

Report of the Committee on Adulteration.

The subject of drug adulteration was discussed in a general way only by this committee, of which William T. Ritchey, of New York, was chairman. Mention was made in it of the need for a good work on the subject of adulterations, which would give tests for identity and impurities, together with a list of the drugs and chemicals usually adulterated. A few specific instances of adulteration were commented upon in the report. Balsam copaiba has been found to be adulterated with rosin, fatty oils and gurgun balsam. Rhubarb root has been sophisticated with an Austrian root closely resembling the genuine Shensi rhubarb. Acetanilid is to be looked for in vanillin, coumarin and antipyrine. Caryophyllene, a by-product in the manufacture of eugenol, has been found in bay and cloves oil. Terebene is an adulterant of caraway, nutmeg and coriander oils. Peppermint, spearmint and tansy oils are adulterated with dementholized oil of peppermint. The members were told to look for castor oil in the oils of bay and bergamot, for oil of copaiba in balsam of Peru, for stearic acid in cacao

butter, for kola nut in powdered guarana, for salep root in powdered tragacanth, for marigold flowers colored red in Spanish saffron, for formaldehyde or wood alcohol, instead of the proper percentage of grain alcohol, in extract of witch hazel, and for caramel made with glucose instead of cane sugar.

Report of the Committee on Credits and Collections.

By W. A. HOVER.

Trade conditions for the year under review were referred to in this report as favorable to an unusual degree, there having been a less number of failures during the first six months of 1904 than for any like period during the past five years. The total of mercantile failures was, singular to say, greater, aggregating, for the first six months of the year, \$20,755,846, as against \$19,618,560 and \$15,170,530, the highest and lowest amounts for the four preceding years.

THE BANKRUPTCY LAW.

The bankruptcy law, as at present amended, was described as a very expensive method of distributing the assets of an insolvent concern. A lack of thoroughness in the work of referees was referred to as one of the principal difficulties of the law.

The report advocated a closer relationship between the credit man and the traveling man. On this point it said:

"The credit department should be in as close touch with the house's representatives on the road as is the manager of the sales department. From the salesmen the credit man can secure much information that cannot be obtained through the usual channels. Special instructions to the traveling man will bring forth information concerning the method and conduct of business pursued by the customer, the care which he exercises in the handling and the keeping in good condition of his stock of merchandise, the condition of his cellar or basement, of his back room, of the space behind his counters, and the general care which he exercises in the conduct of his business. The traveling man is oftentimes much better advised as to the character and habits of his customer than agency reporters, and can oftentimes give much personal information that cannot be obtained from agency reports. Knowledge of this kind is quite as essential in properly determining a credit risk as is a financial statement obtained from the customer direct, or through the medium of one of the mercantile agencies."

THE SUBJECT OF CREDIT INSURANCE

was treated at length, and extracts were given from letters from wholesalers who had had experience with credit indemnity insurance. Most of the correspondents reported adversely on the matter, objection being directed chiefly against the high premium rates. Such letters as might be considered favorable to credit insurance were rather negative in character than otherwise.

UNIFORM CREDITS AND DISCOUNTS.

But perhaps the most important of the topics which the committee had considered was uniform terms and discounts. The greatest difficulty confronting the committee in dealing with this question was said to exist in the territory covered by the O., K. & I. Drug Exchange. This territory is so located as to overlap adjoining territory in which three sets of discounts prevail. As a consequence, some of the jobbers, members of this exchange, are obliged to give three sets of terms: 30 days and 1 per cent., 60 days and 1½ per cent., and 60 days and 2 per cent. Uniform terms of 30 days and 1 per cent were favored by the committee.

UNIFORM TERMS THROUGHOUT THE UNITED STATES

At the close of his written report Mr. Hover said that he was happy to be able to state that the entire complexion of the situation had been changed since his arrival at New Orleans and since the writing of the report. A conference with the members of the Southern Drug Club had won over the two leading opponents to the movement for uniform discounts, and that body had adopted a resolution favoring absolutely uniform terms of 30 days net, or 1 per cent. discount if paid within ten days. Further, he had received assurance from

the members of the South Atlantic Drug Club that a similar resolution would be adopted by that organization, while the members of the Ohio, Kentucky and Indiana Association of Jobbers had signified their willingness to abide by any action taken by the N. W. D. A. in this important matter. Mr. Hover then submitted a resolution favoring uniform terms of 30 days net, or 1 per cent. discount in ten days, and asked that all interested should confer with the Board of Control so that it might be informed of any opposition which may exist, and also learn the grounds of the opposition. The whole matter was referred to the Board of Control for action, together with a paper on credit insurance presented by W. E. Schweppe, of the Credit Indemnity Company of St. Louis, at the request of Mr. Hover.

The report of the Committee on Commercial Travelers was



THOS. F. MAIN, Chairman of Committee on Fire Insurance.

then read by the secretary, the chairman of the committee, C. H. Talcott, of New Haven, not being present.

Report of the Standing Committee on Commercial Travelers.

The report, prepared by C. H. Talcott, chairman, started off with the statement that the wholesale drug business could not be successfully conducted without traveling salesmen, however much jobbers might wish to save the attendant expense. The method of selection of salesmen was then taken up. Drug salesmen are seldom taken from other lines of trade. They required to be educated in the different branches of the business, and make themselves familiar with the stock, prices and methods employed by the house they represented.

The question of remuneration was always a live one, and the committee recommended the employment of salesmen at a stipulated salary. The clerical work necessary to accurately adjust payment on a commission basis was very great. The temptation on the part of the traveling man on commission to increase sales at the risk of profit was something also worthy of attention. The committee concluded that in the long run members would derive most benefit by placing their salesmen on their honor, expecting them to have at all times the interest of their house, both present and future, in mind.

The report was referred to the Board of Control, and the secretary then read the introduction to the report of the Committee on Drug Market, by Ch. A. West, of Boston, the statistical portion of the report being referred for publication.

Thos. F. Main, of New York, presented his report as chairman of the Committee on Fire Insurance.

Insurance Against Fire.

The report of the Committee on Fire Insurance gave evidence of considerable care in its preparation. Thomas F. Main, of New York, the author of the report, was able to be present. It opened with a reference to the disastrous fire in the city of Baltimore which brought such heavy losses to insurance companies and caused the general advance in rates which had been maintained throughout the year. A table of the lowest and highest rates of premium now being paid for the insurance of drug stock was then given, which showed a range of 55 cents to \$3.80. The report suggested the formation of local organizations for agreement upon the modern methods of equipment so as to bring the rates down to reasonable figures. The advantage of insuring in mutual companies was commented upon, special mention being made of the Individual Underwriters of New York and the New York Reciprocal Underwriters. The stability of these mutual companies was tested by the Baltimore fire.

The committee had been instructed to report specifically upon (1) the origin of fires occurring in drug stocks during the year; (2) a list of hazardous drugs, chemicals, oils and fluids, with suggestions as to their handling and storage; (3) how best to equip a drug house so as to properly extinguish fire if one occurs; (4) how to organize a fire brigade in individual warehouses.

In answer to query 1, the cause of fires was classified as follows: Explosion 1, spontaneous combustion 2, ignition of chemicals 1, electrical wiring 2, matches 1, incendiary 2, exposure 5, unknown 2. From this it may be seen that only two fires out of 16 fires reported actually started from the ignition of articles carried in a drug store, and that the remainder started from causes that affect all trades in common.

In answering query No. 2 the committee deemed it best, both as a matter of information and of record, to give in full the list of combustibles and explosives adopted by the Municipal Explosives Committee of the city of New York, with the quantities of each permitted to be kept in stock by wholesale drug houses in that city after a survey of the premises by the proper authorities. The list is as follows:

Acids.—Muriatic, sulphuric, each, 6 carboys; nitric, 2 carboys; picric, 10 pounds; chromic, 1,000 pounds; carbolic, 5,000 pounds.

Volatile Combustible Liquids.—Ethers, 500 pounds; colodion, 100 pounds; acetone, 50 gallons; ethyl alcohol, 10 barrels; methyl alcohol, 10 barrels; amyl nitrite, 25 pounds; turpentine, 10 barrels; bisulph. carbon, 100 pounds; rhigolene, 12 pounds; benzole, 2 barrels; toluol, 100 pounds; amyl alcohol, 10 barrels; amyl acetate, 10 barrels; naphtha—*l. e.*, gasoline, boiling point 130 F.; benzol, boiling point 140 F.; heavy naphtha, boiling point 160 F., 15 gallons each, or one barrel of any one and no other.

Combustible Liquids.—Nitrobenzole, 5 drums; coal tar oil, 5 barrels; aniline oil, 5 drums; essential oils, 10,000 pounds; glycerine, 3,000 pounds; varnishes, japans, etc., 5 barrels.

Salts.—Nitrate soda, 500 pounds; chlorate potash, 1,000 pounds; saltpetre, 2,000 pounds; nitrate silver, 50 pounds; chlorate sodium, 1,000 pounds; chlorate baryta, 1,000 pounds; permanganate potash, 600 pounds; nitrate barium, 225 pounds; nitrate ammonium, 100 pounds; nitrate cobalt, 100 pounds; nitrate copper, 100 pounds; nitrate mercury, 100 pounds; nitrate nickel, 100 pounds; nitrate strontium, 600 pounds; nitrate aluminum, 100 pounds.

Combustible Solids.—Phosphorus, 11 pounds; sulphur, 15 barrels; pitch, 2 barrels; rosin, 2 barrels; tar, 2 barrels; burgundy pitch, 10,000 pounds; Venice turpentine, 2,000 pounds; metallic potassium, 10 pounds; metallic sodium, 100 pounds; metallic magnesium, 100 pounds; excelsior, 25 bales; lamp black, 5 barrels; vegetable charcoal, 5 barrels; lycopodium, 5,000 pounds; oakum, 10 bales; cotton, 1,000 pounds; soluble cotton, 50 pounds; zinc dust (blue powder), 70 pounds.

Substances Reacting with Water.—Carbide calcium, 20 pounds; phosphides, 5 pounds; quicklime, 2 barrels.

Liquids Under Pressure.—Ammonia, 2 cylinders; carbonic acid, 2 cylinders; sulphurous acid, 2 cylinders.

Under special conditions supplementary permits for larger quantities may be granted.

REMARKS ON HANDLING AND STORAGE.

Acids, muriatic, sulphuric, nitric, to be kept inside building only in glass; carboys to be stored outside. Picric and chromic acids in vault or outside building. Naphtha (gasoline, benzol and heavy naphtha) outside building. Ethers, colodion, bisulphide carbon, rhigolene, benzole, phosphorus, metallic potassium, sodium and magnesium, soluble cotton, outside building or in vault separated from main building by approved self-closing automatic fire doors.

Heavy oils, varnishes, etc., if stored in building, to be in tight receptacles mounted on iron or steel racks, and, unless building is fire proof, the ceiling over them to be protected with sheet steel. Drip pans of iron or tin filled with sand to be under each faucet. These to be dumped outside building and filled with fresh sand, preferably nightly or at least weekly. Chemical fire extinguisher to be kept near line of receptacles, or one at each end if row is a long one, a barrel filled with clean, dry sand, with scoop for handling same, to be kept near by for absorbing at once any of the articles that may be spilled; the cellarman to have positive instructions to remove at once from building any sand that has been used to absorb oil or varnish in this way.

Oil room or room where packages of essential oils, alcoholates, etc., are put up in broken packages to be furnished with a half barrel, fitted with loose cover full of folded gunny sacks immersed in lim water; a chemical fire extinguisher; sand pails and scoops, and the man in charge instructed that in event of breakage and ignition of an inflammable liquid the flame should be smothered with hastily wrung out gunny sacks or extinguished by a carefully directed stream from chemical extinguisher.

The handling and storage of drugs in the city of New York is subject to regulations as follows:

PART 6. CHAPTER 2. REGULATIONS OF THE MUNICIPAL EXPLOSIVES COMMISSION.

Section 16. No permit shall be issued for a wholesale drug store where the following precautionary regulations are not observed:

(a) Packing rooms must be located as remotely as possible from large stocks of stored goods, and in such a position on the premises that no unusual risk is involved.

(b) The packing room floor shall be kept as free as possible from hay, excelsior, or other combustible packing material during the hours of work, and at the close of each day the tables, floors and all parts of the packing room shall be swept clean of such materials and the sweepings gathered into a metal box or other proper receptacle, which shall be kept closed at night.

(c) No accumulation of broken wood, paper or other combustible cases or packages shall be permitted in the cellar or other part of the premises where goods are unpacked. Such material shall be removed or kept in a yard or other safe place at the close of each day.

(d) Empty barrels or drums from which volatile combustible liquids have been drawn shall be removed from the premises as soon as possible, and in any case shall not be stored more than 24 hours.

(e) No rags or cotton waste shall be used for cleaning around pans or floors where oil is customarily drawn from barrels.

(f) No oiled rags or cotton waste shall be kept in any other position than inside a metal receptacle.

(g) Sand or infusorial earth shall be provided for absorbing waste oil from floors, and accumulations of oil soaked sand or earth shall not be permitted.

(h) Volatile combustible liquids shall not be poured or let flow into the drainage systems, catch basins or sewers.

(i) Matches shall not be permitted in cellars or in packing rooms of wholesale drug stores. Lighting must be by electric system or by safe automatically lighting gas.

(j) Smoking shall be strictly prohibited in cellars and packing rooms of drug houses, and the owner or proprietor shall take all possible precautions against it.

Sec. 17. No chemicals shall be stored in close proximity to one another when each is of an explosive nature, or when one increases the energy of decomposition of the other, or when they are so constituted that they may react upon one another and become virtually explosive or combustible.

Sec. 18. The storage of acids or liquid chemicals so constituted as to produce danger of explosion by flowing in, upon or amongst other chemicals, shall be so arranged with safety catch basins or trays that in case of the leakage of the containers of such liquid material this shall not constitute a danger to life or property.

Sec. 19. Nitric acid shall not be stored except on brick or concrete or asphalt floors, and sawdust, hay, excelsior or any organic substance shall not, under any circumstances, be permitted in close proximity to carboys or stocks of nitric acid.

Sec. 20. Every owner or proprietor of a wholesale drug store shall designate one or more men, who are to act as his warehousemen and be charged with the proper storage and disposition and care of the substances stored on the premises.

In commenting on the above, the committee recommended that open bales of excelsior, hay or loose packing materials of like nature, be kept in metal-lined bins, capable of being closed at night.

In reply to query No. 3, on the equipment of a drug house

so as to make for the prompt extinction of fires, the committee recommended the following:

1. A complete automatic sprinkler equipment.
2. Storage tanks of ample capacity on roof, with stand pipe running to cellar, valves on each floor, with hose and nozzle attached, ready for instant service.
3. Chemical (carbonic acid gas) hand fire extinguishers of any standard make approved by the National Fire Protection Association, at least one on each floor of building, with a special extinguisher in the packing room, in the wet room, and near the tanks used for storing heavy oils, varnishes, etc.
4. Water pails and barrels—Galvanized iron pails of 12 quarts' capacity each, to be distributed throughout the building, hung on posts or set on shelves preferably about 3 feet and in no case over 5 feet high. Pails to be kept full at all times and inspected weekly. Twelve pails to be provided for every 5,000 feet of floor space. Three pails and one filled barrel (The barrel must have two empty 12-quart pails hung immediately over it), or one approved chemical hand fire extinguisher and six pails are considered by the National Board of Fire Underwriters as the equivalent of 12 pails.
5. Sand pails—Twelve-quart pails filled with dry sand with scoop for each pail to be provided wherever oils, varnish or acids are stored or handled.
6. Cask or half barrel filled with gunny sacks immersed in lime water, to be kept in laboratory and other places where inflammable liquids are filled out or handled.

THE ORGANIZATION OF A FIRE BRIGADE.

In reply to query No. 4—How to organize a fire brigade in an individual warehouse, the committee said it might be laid down as a general principle that, whether the establishment was large or small, some men should be detailed to take charge of and thoroughly familiarize themselves with the fire extinguishing appliances, see that they are in constant order, and be ready to apply them instantly should occasion arise; such men, to be efficient, should work under certain designated parties, who might be styled chief, foreman, assistant foreman or any other titles that may be deemed appropriate. It was suggested that the chief should be the active manager or superintendent who is ordinarily in authority on the premises. The head order clerk or some one in constant attendance at the property and high in authority in the administration of the men should act as foreman; the assistant foreman, who ever takes the place of head order clerk in his absence.

The foreman should designate certain men, selected for their quickness and cool-headedness, to act as (1) chemical fire extinguisher men; (2) bucket brigade; and, if establishment is equipped with standpipe and hose or automatic sprinklers (3) hose men and sprinkler men, as may be needed.

The committee offered the foregoing as suggestions, as the requirements of each establishment would necessarily vary according to its size, equipment and number of employees. In closing, the report summed up the important points to be studied by each insurer. These related to the character of the building, fire fighting equipment, storage of stock, etc.

The Auditing Committee reported that an examination of the vouchers and accounts of the treasurer had been made and that both had proven correct.

The report of the Committee on Fraternal Relations was read by the secretary.

Report of Committee on Fraternal Relations.

W. J. Murray, of Columbia, S. C., the chairman of this committee, said that the best of feeling now exists between the N. W. D. A. and all sister associations. The hope was expressed that manufacturers would still continue to regard the jobber as the legitimate channel through which to market their goods. The closest friendship should exist between the manufacturer and the jobber, and each should help in their sphere of business to help the other.

M. N. Kline read a voluminous and exhaustive report on the legislation affecting the drug trade:

Report of the Committee on Legislation.

Chairman Kline, of the committee, enumerated the matters claiming the attention of the committee since the last meeting as follows:

1. Legislation affecting the duty on alcohol. (a) Boutell bill, H. R. 9303, reducing the tax from \$1.10 to 70 cents per proof gallon. (b) Boutell bill, H. R. 9302, providing for untaxed denaturized alcohol for use in the arts. (c) Lovering bill, H. R. 9051, providing for a drawback or refund of the internal revenue duty on alcohol used in exported articles made in whole or in part from domestic tax-paid alcohol.
2. Pure food legislation.
3. Mann bill, proposing to amend the statute relating to patents.

The committee believed that favorable action would be taken in the near future on H. R. bills 9302, 9303 and 9051. These bills provide for what is considered to be the essential legislation required in connection with the use of alcohol for industrial purposes. H. R. 9302 removes the tax from alcohol which has been rendered unfit for use as a beverage by the admixture



MAHLON N. KLINE, Chairman of Committee on Legislation.

of wood alcohol or other noxious substance. H. R. 9303 reduces the internal revenue tax on distilled spirits to 70 cents per proof gallon, thus effecting a reduction of about 75 cents per gallon of commercial alcohol. H. R. 9051 provides for a drawback or refund of the tax on domestic alcohol used in the manufacture or production of exported articles.

A letter had been sent to members of the N. W. D. A., enclosing Boutell bill, H. R. 9303, providing for a reduction of the tax to 70 cents, asking them to write to their Congressmen urging them to use their influence to secure, if possible, a favorable report at the last session of Congress.

ARGUMENT IN FAVOR OF FREE DENATURIZED ALCOHOL.

With regard to the Lovering bill, H. R. 9051, the report stated that the provisions of these measures commended themselves strongly to every manufacturer. The argument used by Mr. Kline in favor H. R. 9302, providing for free denaturized alcohol, was embodied in the report as the strongest argument that could be presented by the committee for the support of this measure. The argument follows:

The extent to which our foreign trade is decreased through this defect in our revenue laws cannot be positively stated, but it is certain that the aggregate loss is very large.

The world's trade to-day in all the products of the great chemical industries is almost entirely in the hands of the German chemical manufacturers whose industries have been greatly developed under the liberal alcohol policy of their country. Not only do these German manufacturers export their products to Asia, Africa, Australia, South Amer-

ica and other foreign countries, but they also sell large quantities in the United States, being enabled to overcome the barrier of our tariff laws by reason of the fact that they secure an important material at a much lower price than the same material costs our manufacturers. At the present time we have practically no export trade in all the various articles known to the chemical industry. This is also true in regard to such staple articles as spirit varnishes, flavoring extracts, perfumery, pharmaceuticals, medicines, smokeless powder, and hundreds of similar articles in the manufacture of which alcohol is used.

While we have in recent years been extending our export trade in manufactured articles in all parts of the world, the one exception to this growing trade has been in the class of products above referred to. We have not only failed to get our fair share of the world's trade in these products, but we have failed to get any share of it.

With our manufacturers placed on an equal footing with their competitors in European countries, in so far as the cost of alcohol is concerned, there is not the slightest doubt but that our export trade in all the articles in the production of which alcohol is used would be enormously increased. We have shown in all other branches of industry that with a fair show we can hold our own with any other country in the world, and there is no question that we can do so in this particular line if we are freed from the handicap to which we are subjected by present conditions. I am confident that if the legislation favored in these resolutions is enacted we would in a very short time increase our export trade in all the articles in the manufacture of which alcohol is used more than a hundredfold over what we now sell to foreign countries.

To show how burdensome this alcohol tax is on the manufacturers who are trying to build up a foreign trade, I may state that several large concerns have found it necessary to go across the line to Canada and establish factories for manufacturing their products for export. The Canadian Government allows them practically tax free alcohol for manufacturing their exported products, and they are thus enabled to carry on an extensive foreign trade. The result is that Canadian labor is employed in the manufacture and transportation of these articles instead of our labor. A policy which thus discriminates against the workers of this country in favor of those of a foreign competing country needs only to be stated in order to be condemned.

In reply to certain arguments advanced in a Western drug journal against the use of tax free alcohol, the committee introduced some correspondence, in which it was shown that the arguments referred to were founded upon the misconception that the free alcohol proposed could be used for potable purposes, whereas the present movement is to secure alcohol tax free only after it has been made unfit for internal consumption. The manufacturers supporting the present movement for free alcohol in a potable form for use in medicinal bitters, flavoring extracts, tinctures, medicines, perfumes, liniments, etc., would not only present problems in administration which our Government would find it almost impossible to solve, but many of such articles would be substituted for taxed alcoholic beverages. This being the case, it was unnecessary to reply to that portion of the argument based on the effect of untaxed alcohol on the manufacture of drugs, pharmaceuticals, etc., since no intelligent person favors free alcohol for the latter purpose. The letter continued:

But as your objections to free alcohol may be understood as applying to the proposition for untaxed denaturalized alcohol—that is, distilled spirits of not less than 160 degrees proof, which have been rendered unfit for drinking purposes before being removed from the distillery warehouse—which is the proposition that will be urged upon Congress at the coming regular session by the Committee of Manufacturers, of which I am a member, I wish to briefly reply to the statements of the article in question.

Your first objection is that the removal of the tax from alcohol used in the arts would result in a loss to the Government of millions of dollars annually. This is a mistake in so far as untaxed denaturalized alcohol is concerned. Since the denaturalized alcohol could only be used by manufacturers who are now using untaxed substitutes, no tax paid alcohol could be displaced; no loss of revenue would result. The Government now gets no revenue from the substitutes used instead of alcohol, and it would lose nothing if untaxed denaturalized alcohol was used in place of these substitutes.

To your second objection, that to guard against frauds the alcohol to be used in manufactures would either have to be used under bond or be denaturalized so as to render it unfit for use as a beverage or otherwise internally, I would reply that the latter course is just what we propose to adopt. This being the case, your objection to a system of manufacturing in bond, which nobody favors, does not apply.

Your fourth objection, that no effective method has yet been devised whereby alcohol may be fundamentally denaturalized, and that therefore methylation affords no certain guarantee of protection against the use of tax free alcohol in competition with tax paid spirits, is inconsistent with the facts relating to the use of denaturalized alcohol in Germany, France, Great Britain and other foreign countries, where they have found it entirely practicable, without danger of frauds on the revenue, to denaturalize alcohol so as to render it unfit for use as a beverage.

It is true that the alcohol can, by a complicated and costly process of fractional distillation, be separated from the denaturalizing substance, but it is more difficult and costly to do this than to distill the alcohol from corn or sugar. The bill providing for untaxed denaturalized alcohol which will be introduced in Congress provides suitable penalties for separating the grain alcohol from the denaturalizing substance, and the danger from frauds through such separation would be no more than the danger of illicit distillation under the present law.

In this connection I would quote the following from the report of the chairman of the Joint Select Committee of Congress on Alcohol in the Manufactures and Arts. Senator Platt, of Connecticut, who after an exhaustive investigation, extending over two years, in summing up the work of the committee, stated that:

After very careful attention given to the suggestion that frauds upon the revenue would probably follow the passage of any law which should allow the use of alcohol free of tax for purposes other than beverages, we are of the opinion that a law can be

framed with such safeguards and penalties, and would not only prevent fraud from being successfully perpetrated, but would render improbable even attempted fraud.

A perusal of the testimony submitted with the report shows that the suggestion of resulting fraud from the passage of such a law is urged principally by parties who fear that their business will be injured by a removal of the tax upon alcohol to be used for the purposes specified.

The objections that the retail druggists would be discriminated against by a system of manufacturing in bond may be true, but as nobody proposed such a system it is not important.

The sixth, seventh and eighth paragraphs of your article are all based on the supposition that tax free alcohol for medicinal preparations is being advocated. As I do not favor tax free alcohol for this purpose, I leave your objections to be answered by some one, if there is any such person, who favors such a system.

Your last objection, that in event of financial emergency elimination or a reduction of the tax would probably be followed by an increased tax rate, is an argument against any reduction of the tax on alcohol, a measure to which the National Association of Retail Druggists is pledged, and which is favored by the great majority of the retail and wholesale druggists and the manufacturers of medicinal preparations of all kinds.

I wish here to express my decided dissent from the views of President Smither, of the N. A. R. D., to the effect that the movement for untaxed denaturalized alcohol will injure the prospects for securing a reduction in the alcohol tax. On the contrary, the demand for a system under which alcohol which has been rendered unfit for internal use will be delivered tax free has greatly strengthened the sentiment in Congress in favor of tax reduction, as it is recognized that some provision must be made for the large number of manufacturers who cannot



Charles F. Weller, of Omaha, flanked on his left by Daniel R. Noyes, of St. Paul.

use denaturalized spirits, and that the only method of giving them relief from the present excessive tax is through a lower tax rate. I am satisfied that by bringing thousands of manufacturers who are not interested in tax reduction, but who want untaxed denaturalized alcohol, to join in the movement for cheaper alcohol for manufacturing purposes, the prospects for securing a reduction of the alcohol tax have been made very much brighter, and that only through such action can tax reduction be secured.

In reply to your statement that wood alcohol selling at 50 cents per gallon is far better adapted to industrial use than denaturalized grain alcohol at 35 cents per gallon, I need only say that the manufacturers using alcohol in their industries do not agree with you. If what you say is true, the wood alcohol would continue to be used instead of the "inferior" denaturalized alcohol, and conditions would remain as they are now. The best proof that denaturalized ethyl alcohol is superior for most industrial purposes to wood alcohol is found in the fact that in Germany nearly 60,000,000 gallons of denaturalized alcohol are used annually, even though wood alcohol is sold at a lower price than in this country.

The proposition for untaxed denaturalized alcohol (not tax free pure alcohol) and a lower tax rate are in the interests of the great majority of the manufacturers and consumers of the country, and are certain to become law in the near future, despite the opposition of a few interests, who fear that they might be injured by such legislation.

PURE FOOD LEGISLATION.

Extended reference was made to the progress of pure food legislation, and the attitude of the committee to the Hepburn bill in its amended form was clearly set forth.

AMENDMENT OF THE PATENT LAWS.

The treatment of this important matter by the committee shows the association to be not wholly in favor of the legislation projected by the National Association of Retail Druggists. The subject was reviewed as follows:

"Representative Mann, the author of the bill, stated that it embodies three important changes in existing laws: First, providing that no patent shall be granted to a citizen of any foreign country which does not grant a corresponding patent to a citizen of the United States; second, providing that no patent shall be granted upon any drug, medicine, or medicinal

chemical, except in so far as the same relates to a definite process for the preparation of such drug, medicine or medicinal chemical; and, third, stipulating that in case any drug, medicine or medicinal chemical on which a patent has been granted is not manufactured in the United States within two years of the granting of such patent the patents shall have no right under the patent laws of the United States as against any citizen who may import such drug, medicine or medicinal chemical.

"Your chairman, in his argument before this committee, explained that he was not authorized by any action of this association as taken at any of its meetings to speak officially upon the second provision above referred to, and while stating that he favored it individually, he was not prepared to say that our association took this position. He did feel authorized to support the first provision.

"Subsequently this bill was reported, under date of April 26, in an amended form, and is now on the House calendar in this form. The amended bill, which is H. R. 13,679, amends section 4,886 of the revised statutes approved March 3, 1897, and provides "that no patent shall be granted upon any drug, medicine



Caught in Passing.

or medicinal chemical except in so far as the same relates to a definite process for the preparation of said drug, medicine or medicinal chemical." In other words, it restricts the patenting of chemicals to processes.

"In section 2 it is provided that:

No patent shall be granted on an application for patent for an invention or discovery, or a design which has been patented or described in a printed publication in this or any foreign country more than two years before the date of the actual filing of the application in this country, or which has been in public use or on sale in this country for more than two years prior to such filing: Provided, however, that in case any drug, medicine or medicinal chemical, on which a patent for a definite process for the preparation thereof has been granted on any application filed subsequent to the passage of this act, is not manufactured in the United States by or under authority of the patentee, within two years of the granting of said patent and after the commencement of said manufacture the same is not continuously carried on in the United States in such a manner that any persons desiring to use the article may obtain it from a manufacturing establishment in the United States, then said patentee shall have no rights under the patent laws of the United States as against any citizen of the United States who may import such drug, medicine, or medicinal chemical into the United States, or who may produce or manufacture the same in the United States, or who may handle for sale or use such article so imported or manufactured.

"As we interpret this amended bill, its chief object will be to prevent the patenting of products in medicines and medicinal chemicals, and through this restriction it seeks to accomplish in this way and through the time limit what in the original bill was intended to prevent the granting of a patent to a citizen of any foreign country which does not grant a corresponding patent to a citizen of the United States.

"It would be well for this organization to instruct the incoming Committee on Legislation upon the point whether our organization is in favor of amending the patent laws to prevent patents being granted for products. Your committee needs information upon this question."

Mr. Kline on concluding his report directed attention to the fact that the committee had offered no recommendation as to the course to be pursued regarding the bill to restrict the issuance of patents on medicinal chemicals to the process. He asked that this measure be discussed in open meeting for the edification of the Board of Control, which body, he felt assured, would be glad to have a free expression of the views of the members before it when giving consideration to the report of the Committee on Legislation. This feature of the report was made a special order of business for Wednesday morning, with a view to eliciting the views of the members.

This concluded the second session of the convention.

THIRD SESSION.

Wednesday Morning.

The meeting was convened promptly at 10 o'clock on Wednesday morning. After the credentials of the delegates from the New Orleans and Texas Pharmaceutical Associations were received. John N. Carey, chairman of the Committee on Proprietary Goods, submitted his report.

Report of the Committee on Proprietary Goods.

The committee's report began with a reference to the condition of trade. The reports on trade conditions in various parts of the country, printed in the *AMERICAN DRUGGIST* for October 3, received allusion and the optimistic view of the present situation and future outlook noted in the statements made to the *AMERICAN DRUGGIST*, elicited an expression of gratification from the chairman.

APPRECIATION OF THE REBATE PLAN.

The rebate or contract plan of selling proprietary medicines was stated to be in successful operation, and the plan itself was "in good and sound condition." Never before, according to the report, had jobbers generally been so appreciative of the rebate plan and so earnestly desirous of seeing it maintained in its integrity.

THE UNSUCCESSFUL ATTEMPT IN NEW YORK.

The following reference was made to the unsuccessful effort of the proprietors and manufacturers to regulate prices in New York in the fall of 1903:

"It will be remembered that at the annual meeting of the N. A. R. D., at Washington, in October, 1903, a number of leading proprietors promised our retail friends to try certain plans of their own to aid the retailers in securing better prices in localities where ruinous cutting had long prevailed. As the conditions in the city of New York were peculiar, and as your committee was anxious to do everything in its power to assist the proprietors and retailers in improving the situation, from both a wholesale and retail standpoint, your chairman and several members of the committee, together with President Shoemaker, went to New York and had a conference on October 14, 1903, with representatives from several of the leading wholesale drug houses in that city. The result was that the full co-operation of the local jobbers was pledged to the proprietors in making their work in New York effective. It is to be regretted that although the proprietors made strenuous efforts they did not succeed in putting their plans into operation in New York for the reason that they could not secure the support of some of the large department stores in the great metropolis. Both the proprietors and retailers are to be congratulated, however, upon the fact that the work of the former did result in materially improving the retail conditions in quite a number of other important trade centers."

The destruction of three wholesale drug establishments in the Baltimore fire was noted. The three firms affected were prominent members of the association. Two were enabled to resume business, and one retired.

A new edition of the rebate list, consisting of 4,000 copies, was published in June, 1904, the report said. These books are issued to members at 40 cents, the price to nonmembers being 50 cents. The revenue from the sale of books was somewhat in excess of the cost of publication. During the interval the rebate plan had been adopted by the following additional proprietors:

Beggs Mfg. Company, Chicago; Bendiner & Schlesinger, New York; Bickmore Gail Cure Company, Oldtown, Maine; Blood Balm Company, Atlanta, Ga.; Blood Wine Medicine Company, Worcester, Mass.; Dr. A. W. Chase Medicine Company, Buffalo, N. Y.; Coca-Cola Company, Atlanta, Ga.; Duquesne Distributing Company, Harmarville, Pa.; Fairchild Bros. & Foster, New York; Foley & Co., Chicago; French Lick Springs Hotel Company, French Lick, Ind.; Graves Tooth Powder Company, Chicago; Dr. W. F. Gray & Co., Nashville, Tenn.; Lester H. Greene Company, Montpelier, Vt.; Haultwanger-Taylor Drug Company, Atlanta, Ga.; Dr. G. W. Hilton, Lowell, Mass.; Johnston, Holloway & Co., Philadelphia; Katharmon Chemical Company, St. Louis; Kondon Mfg. Company, Minneapolis; Liquid Ozone Company, Chicago; Osmoru Chemical Company, Omaha, Neb.; Paracamp Company, Louisville, Ky.; Wm. Radam Microbe Killer Company, New York; Ripans Chemical Company, New York; E. E. Sutherland Medicine Company, Paducah, Ky.; West Baden Springs Water Company, West Baden, Ind.; Yucca Company, Wichita, Kan., and Buffalo, N. Y.

The tripartite plan was also adopted by the following proprietors, whose schedules were included in the new book:

Brown Mfg. Company, Greenville, Tenn., and St. Louis, Mo.; H. E. Bucklen & Co., Chicago; John B. Daniel, Atlanta, Ga.; Glessner Medicine Company, Findlay, Ohio; Hamlin's Wizard Oil Company, Chicago; Zoa Phora Company, Kalamazoo, Mich.

In addition to the above, the tripartite plan was adopted by the following proprietors whose preparations were formerly sold on the rebate plan:

Cal-Cura Company, Kingston, N. Y.; Dr. J. A. Greene, Boston, Mass.; Dr. David Kennedy's Sons, Rondout, N. Y.

The committee had been successful during the year in obtaining additional compensation for the jobber from certain proprietors. The wholesale discount has been increased by the following firms:

Antikamnia Chemical Company, St. Louis (vest-pocket size); French Lick Springs Hotel Company, French Lick, Ind.; R. W. Gardner, New York; Horlick's Food Company, Racine, Wis.; Dr. D. Jayne & Son, Philadelphia; Katharmon Chemical Company, St. Louis; Radway & Co., New York; Wells & Richardson Company, Burlington, Vt.; Orator F. Woodward, Le Roy, N. Y.

The report stated that those proprietors who have adopted the rebate and tripartite plans, as well as those who have increased their compensation to the jobber, were deserving of the gratitude and hearty co-operation of the wholesale trade.

RELATIONS WITH THE RETAILERS.

Keen interest was taken in that portion of the report relating to relations with the retail trade through the National Association of Retail Druggists. Under this head the report stated:

"Our relations with the National Association of Retail Druggists during the past year have been of the most cordial character, and there is no question that we have been of great help to each other. We naturally desire the prosperity of our retail friends and have always been glad to do everything in our power to aid them in securing improved conditions in their midst.

PROTEST AGAINST 'BUYING CLUBS.'

"When certain manufacturers put the tripartite plan into operation upon their goods, the jobbers individually and voluntarily decided to discontinue selling such goods to aggressive cutters, because they felt that this policy was in the interest of the retail trade. In return we had a right to expect that they would naturally reciprocate by purchasing their supplies through their allies, the jobbers. The great majority of them have done so, but it is to be regretted that there are many retail druggists who do not seem disposed to show any appreciation of the sacrifices made by jobbers in behalf of the retail trade. This is indicated by the existence of numerous 'buying clubs,' which purchase direct from the manufacturers, whenever possible, and divide the goods among the retailers who constitute their membership. It is not fair to ask and receive valuable assistance from the jobber without giving him in return the support to which he is entitled. Attention is called to this matter in the hope that our retail friends who desire and appreciate the help of the jobbers will use their influence to discourage the formation of 'buying clubs.'

"In this connection we also desire to enter our earnest protest against the practice of some proprietors who do not hesitate to disregard their own terms by selling at best prices to individual retailers, to buying clubs and to other parties whose business is not of such a character as to justify their being treated as regular jobbers.

"The wholesale druggists are an important factor in any plan intended for the betterment of the drug trade, and they

are entitled to the same consideration as either the retailers or the manufacturers.

THE N. A. R. D. MEETING.

"The annual meeting of the N. A. R. D., which was held in St. Louis last month, was the largest and most important in the history of that organization. Our retail friends are to be congratulated upon the wonderful growth of their association, which has become a powerful factor in the drug trade in the short space of six years. The N. A. R. D. has been extremely fortunate in having for its executive officers throughout its existence able men of marked wisdom and conservatism. To their careful management of the affairs of the association are due the splendid results which the organization has achieved for its members, and with a continuation of their wise policies we predict for them a still greater measure of strength and usefulness. It is undoubtedly to the best interest of both the wholesale and retail drug trade that the extremely harmonious relations which have always existed between the N. W. D. A. and the N. A. R. D. should be preserved indefinitely, for it is only by cordial and genuine co-operation between jobbers and



J. C. Eliel, Renowned as an Orator, Occupies the Center of the Stage.

retailers that the drug business can be made profitable and satisfactory.

THE PERUNA AND WELLS & RICHARDSON COMPANY CONTRACTS.

"The N. A. R. D. meeting in St. Louis was made memorable by the announcement of two leading proprietors that they had decided to adopt the direct contract and serial numbering plan, although not at full retail prices. One of these proprietors, the Peruna Drug Mfg. Company, fixed the minimum price on its \$1 article at 83 cents, while the other, the Wells & Richardson Company, established its minimum price at 90 cents. The retailers realized that it would not be to the interests of these proprietors to advance their prices at once to the full figure, especially in the large cities where deep cutting has prevailed so long, and their propositions were accepted by the convention with great enthusiasm.

"The Wells & Richardson Company very justly recognized the fact that the jobber is entitled to additional compensation for the extra labor and expense to which he is subjected under this plan and promptly decided to increase its wholesale discount to 10 and 5 per cent. This company also complied with the wishes of the jobbers, as expressed in the resolutions passed at Boston last year, by submitting their proposed new contract to a subcommittee from this committee, consisting of Messrs. Faxon, Eliel, Walding and Peter, in addition to your chairman. The subcommittee finding that the contract was in satisfactory shape promptly and unanimously decided to recommend that jobbers sign it without delay.

NOT PLEASED WITH PERUNA CONTRACT.

"The Peruna Drug Mfg. Company sent out its new contract to the wholesale trade without giving us an opportunity to see

it in advance, but it was afterward considered by the same subcommittee that passed upon the Wells & Richardson Company's contract. In response to our request, the Peruna Company modified it by eliminating the monetary penalty clause and making certain amendments which were desirable. The company firmly declined, however, to grant our urgent appeals for additional compensation. The present average compensation of the jobber who buys Peruna in carloads is less than 10 per cent., while the jobber who buys in less than carloads receives an average compensation of only about 6 per cent. Such being the facts, the subcommittee did not feel authorized, under the terms of the Boston resolutions, to recommend that jobbers sign the contract at this time.

THE ST. LOUIS CLUB.

"The other proprietors alluded to in the foregoing circular are the World's Dispensary Medical Association, the Piso Company, the California Fig Syrup Company, Dr. Kilmar & Co., the Paris Medicine Company and the Dr. Shoop Family Medicine Company. It was announced on behalf of these proprietors at the St. Louis meeting of the N. A. R. D. that they proposed to adopt a serial numbering plan without taking direct contracts from the retailers. Under this plan the jobber will be required to keep a record of his sales of the serially numbered goods of these proprietors, but there will be no list of retail agents for him to consult before filling orders. He will only be required to refuse the goods of these proprietors to aggressive cutters and such other parties as may be designated by the proprietors, according to the list which will be furnished by each of them to the jobber, thus materially reducing the extra work devolving upon him. This plan will undoubtedly prove beneficial to the jobber as well as the retailer, because it will make it easier to trace the sources from which cutters, both wholesale and retail, obtain their supplies.

"Up to this time the new contracts of none of these proprietors have been sent to the wholesale trade, and the World's Dispensary Medical Association is the only one that has submitted its proposed contract to your committee. This contract provides for a monetary penalty for each violation by the jobber and also provides for the cancellation of the contract at the discretion of the proprietor. We endeavored by correspondence with the World's Dispensary Medical Association to secure the elimination of the monetary penalty clause, but without success. Our feeling is that the withdrawal of the wholesale agency is the severest penalty that could be inflicted upon any jobber who violates the contract, and that this provision alone is sufficient.

"The wholesale discount of the World's Dispensary Medical Association is now 10 and 3 per cent., and your chairman was recently informed by it that it is not its intention to grant the jobber any increase under the new plan.

The importance of all the questions referred to in the foregoing was properly emphasized by Mr. Carey. The association stood ready and willing, he said, to carry out the plans promulgated by the proprietary manufacturers, all that was asked in return being adequate compensation for the extra expense which the operation would entail.

The importance and value to the wholesale drug trade of the rebate plan had been demonstrated, the report stated. The plan had stood the test of more than twenty years, and had been repeatedly declared lawful by the courts. A strong plea was made for the maintenance of the plan. The report closed with the following expression pertinent to this:

"The rebate plan is the broad and strong foundation upon which all other contract plans are based, and we must see that it is preserved at all hazards. Whatever may happen in the future, we should resolve to stand firmly together as jobbers and 'hold fast to that which we have.'"

In a supplementary statement Mr. Carey made the gratifying announcement that the Peruna Drug Company had of its own volition taken action that was entirely satisfactory to the jobbing interests, and the cordial support of the membership was asked for the company.

A recommendation of the Board of Control pertaining to the report of the Committee on Credits and Collections was

then submitted for action. The board recommended the adoption of a resolution providing for uniform terms of 30 days net, or 1 per cent discount in ten days. This resolution was adopted by unanimous vote and becomes immediately effective. Subsequent discussions of the matter did not change the vote. The chairman of the committee, W. A. Hover, was accorded a rising vote of thanks.

The recommendations contained in the report of the Committee on Legislation were discussed seriatim. The sense of the meeting was shown by a vote favoring a reduction in the tax on alcohol to 70 cents and the introduction of denatured alcohol.

The Mann bill to amend the United States Patent laws to provide for a patent on the process and not on the product was the subject of a heated debate, principally participated in by Dr. Hugo Schweitzer, the agent of the Farbenfabriken of Elberfeld Company, and Thomas V. Wooten, secretary of the National Association of Retail Druggists. Dr. Schweitzer was bitter in his denunciation of the Mann bill, and characterized it as a spite measure concocted by retail druggists who had paid the penalty for violating the law. He derided the assumption that the public would be benefited by any reduction in the price to retailers. Mr. Wooten was cool, moderate and temperate in stating the retailers' attitude on the subject. No vote was taken on the matter in open session, the bill being referred to the Board of Control for consideration and report. After announcing the receipt of a telegram from President Thomas Voegeli, of the National Association of Retail Druggists, the report of the Special Committee on Suits Against Members was submitted.

Suits Against Members.

The committee, which reported through M. N. Kline, of Philadelphia, began its report with the statement that the wisdom of the association in continuing the committee had been justified by events, for another bill of complaint had been filed in the Circuit Court of the United States by the firm of John D. Park & Sons Company, of Cincinnati. The matter was placed in the hands of the association's attorneys, Robinson, Biddle & Ward, of New York, who made the following report:

The John D. Park & Sons Company has made defendants in a suit brought in the Circuit Court of the United States, in the Southern District of New York, certain persons who live in the Southern District, and others who live in the Northern and Western Districts of New York.

We have filed a demurrer on behalf of the latter defendants, on the ground that the court has no jurisdiction of their persons, which is proceeding upon the theory that section 740 the Revised Statutes of the United States, which permitted defendants living in other districts in the same State to be served in a suit brought in another district of that State, has been repealed by the act of 1887. This is, as will be seen, a pure question of law, having nothing to do with the merits.

On behalf of the other defendants we have filed a plea which is known in law as a plea of former adjudication—viz., that all the questions in the present suit have been tried out between the same parties in the suit in the State Court of New York and decided against the plaintiff. If we prevail on this plea it will be an end of the suit.

Continuing, the committee reported that suits had been brought against other members of the association in other parts of the country. The case of Loder vs. Jayne and others, filed April, 1894, in the United States Circuit Court in the Eastern District of Pennsylvania, was cited. In this case, some members of the association, together with members of the Proprietary Association and the Philadelphia Association of Retail Druggists, had been made defendants. A demurrer had been filed in this case, but a date for hearing had not yet been fixed.

The committee recommended that provisions should be made for the defense of suits as they arise, though the feeling was expressed that the association, as such, should not be held responsible for expenses incurred in defending suits arising out of transactions between proprietors and dealers operating under the tripartite plan.

On motion the report was referred for action to the Board of Control.

SIMON N. JONES ADDRESSES THE MEETING.

Simon N. Jones, of Louisville, Ky., the chairman of the Executive Committee of the N. A. R. D., was recognized and addressed the meeting on the relations that should exist be-

tween the wholesalers' association and the retailers'. He reviewed the progress of commercial pharmacy from the time when the retail druggist was the exclusive channel of distribution to the consumer to the present, when the competition of department stores and other distributors has diverted a large amount of this business. Mr. Jones' address constituted a fine argument for a better understanding between the two branches of the trade, and closed with a strong appeal for the support of the wholesalers for a fair and impartial trial of the direct contract plan for marketing proprietaries. The text of his address follows:

ADDRESS OF CHAIRMAN JONES TO THE NATIONAL WHOLESALE DRUGGISTS' ASSOCIATION AT ITS MEETING NOVEMBER 14-19, 1904.

Mr. President: As one of the delegates representing the National Association of Retail Druggists at this convention I shall endeavor to place the relations that should exist between our two associations in such a light as will enable us to carefully consider them. It goes without argument that the interests of the wholesaler and retailer are so completely entwined that the well-being of one depends upon the prosperity of the other, and that the failure of either would work great injury to the other. It is equally true that success or failure will result to both in proportion as they work or fail to work in unison. Since the organization of our association we have furnished abundant evidence of our desire to give to your members every advantage that justly belongs to them. As for ourselves, we have secured but little in return, in the way of direct profit, although drug trade conditions have undoubtedly improved during the last two years at least.

A RETROSPECT.

Let us go back several years and contrast the conditions then with those prevailing now. Many items handled at that time by wholesale druggists, especially in the line of sundries, have drifted into other hands. The department stores in all the large cities have wrested this business almost completely from the retail druggist and are now buying these goods directly from foreign and domestic manufacturers. The demand for pharmaceuticals, formerly supplied by drug jobbers, has been considerably reduced by the introduction of proprietary remedies (sometimes called "semi-patents"), which the physicians, unfortunately for the drug trade and I might add for the community at large, have fallen into using without any positive knowledge of their composition. In addition to this loss of business, and consequently of profit, crude drugs formerly handled by you in enormous quantities have been in a large measure replaced by the products of the manufacturing pharmacists, which products, unfortunately for you, have been sold to the retailers direct. But when it comes to the proprietaries that are advertised to the public, we have done our best to secure for you a profit on these goods; and not only that—we have gone so far as to say to the proprietor that we preferred all articles of this kind should be marketed through the wholesale trade, that we believed the retailer should pay you a profit on these goods, and that in our opinion the retail drug trade should be denied the privilege of direct buying at best prices.

It is within the recollection of many of those present that the standard proprietaries of that time, such as Hostetter's Bitters, the preparations of Ayer, Jayne and many others, were sold by you not only without profit, but in many instances at less than cost. At that time, by herculean effort, you secured the establishment of the rebate plan, which guaranteed to you certain definite profits for agreed quantities. When the cut-rate business became established the large dealer stepped in, bought proprietaries in jobbing quantities and sold them to the consumer at net cost—less, indeed, than you were charging the great majority of your customers, the small retail dealers. When the N. A. R. D. was organized we apprehended that the first thing to be done toward correcting the general demoralization was to induce the proprietors to limit the purchasing power of the large dealers. This proposition was readily accepted by the proprietors at the request of our association, and since that time you have been in the full enjoyment of these benefits, all the leading proprietors recognizing you and you only as the wholesale distributors of their products.

THE N. A. R. D.'S SUPPORT OF THE REBATE SYSTEM.

That the N. A. R. D. has been the power that has held the rebate system in its firm position for the last three or four years I believe all of you will readily acknowledge. We did our full share in securing the establishment of the tripartite plan, and if the requirements of that plan had been rigidly observed practically all of our troubles with reference to the sale of proprietaries would have been at an end; but it had hardly got into operation before some of the jobbers, and I believe some of them members of the N. W. D. A., commenced systematically to work against the very plan which ultimately would have brought benefits of the greatest value to all. We have the best of reasons for believing that at the present time in several of the largest cities in this country some of the jobbers are knowingly violating the contracts made by them with proprietors and are giving the large buyers, both druggists and department stores, a goodly proportion of the profits which these jobbers, in justice to themselves and each other, ought to retain. We have endeavored by thorough organization to convince our membership that patronizing such jobbers is only furnishing them with the means to continue their hurtful business methods and encouraging them in their efforts to destroy the rebate system and render valueless the plans under which they have been operating. In establishing the honor roll of jobbers for the use of our members we went upon record as advising and urging them to give such jobbers as are entitled to be included in this list their undivided patronage and support. The names of those jobbers who there is reason to believe are guilty of the violations that we have called your attention to are not included in this honor roll, and in the future whenever willful violations upon the part of any firm are clearly proved the name will be promptly dropped from the list.

EVIDENCES OF THE RETAILERS' LOYALTY.

Additional evidence of our loyalty to your interests is to be found in the vigorous campaign we have waged against mail order houses and wholesale grocery distributing medicines and other drug merchandise to the retail grocery trade and to consumers direct. It is useless for us to remind you that unless the handling of these goods by the dealers named is curtailed by the combined efforts of wholesale and retail druggists this business will continue to grow, to our great injury. While our people will suffer much, your interests will be even more affected, as the greater the number of new channels that are found for distribut-

ing the merchandise you are justly entitled to market the greater will be the shrinkage in the volume of your business and in the amount of your profits. You may not be aware that throughout the whole country, but especially in the Central West and the South, catalogues and price lists are regularly distributed to consumers, the prices quoted being, even when the quantities are small, jobbing prices. Think of what that means to the retail druggist; think what it must ultimately mean to you. You may not have recognized the effect of this competition on your business as yet; it is now in its infancy, the mail order houses having only recently engaged in the handling of medicines. When we recall that from a small beginning a few years ago some of these houses are now doing a business of approximately fifty million dollars a year, we have before us a condition that merits our most serious attention. Naturally, the retailer is directly interested, as every village and hamlet, every farmhouse even, is actively canvassed for business. Especially is this true where there is rural mail delivery, and in our opinion the members of your body will eventually be as great if not even greater sufferers from the loss of business.

THE MANN BILL.

The work that the retailers have done in the endeavor to amend the obnoxious patent laws of our country is something that appeals directly to you. You are obliged to invest hundreds of dollars in a class of German synthetic chemicals that afford you little or no profit when you consider the risk of having a considerable portion of such goods left on your hands for years, and that you may never be able to dispose of them. Our bill in Congress, which will undoubtedly bring you relief from this burden, has been reported favorably, and will without question become a law at the approaching session. Another of our efforts which promises to be successful is the reduction of the tax on alcohol, and if these two bills become laws, as we confidently anticipate, ninety per cent. of the credit therefor belongs to the retailers.

I have gone into details regarding these matters that you may better understand the situation as we see it, that you may know what we have done in your behalf—in behalf of our common interests—in the



He Sees He's Being "Snapped."

past, and what we stand willing to do in the future if these efforts of ours are appreciated. Do you want this co-operation? Do you really seek the combined influence of from 30,000 to 40,000 retail druggists to help you make your business profitable while trying to improve their own? Are you willing to give us a helping hand in return for the assistance we have given and stand ready to give you? In calling attention to some of the things we have done for your advantage we do so only to remind you of the value of co-operation, so that you may consider somewhat more liberally what we believe you should do for us in return. We freely admit that in all we have done our aim has been to advance the interests of the retailer, yet this could not be done without bringing advantage to every drug jobber in the United States, whether he is a member of your organization or not. Our labor has been in behalf of the common good.

THE INEXCUSABLE DISLOYALTY OF JOBBERS.

In our opinion the plans we have been using failed because of the inexcusable disloyalty of some jobbers, some proprietors and some retailers, and it is the firm belief of thousands of retail druggists, a belief backed by experience, that nothing but a direct contract, with penalties for violations, will ever induce some of these people to give the rest of us a square deal. We stand with you on the proposition that the manufacturers should adequately compensate you for your services in distributing not only proprietaries but all other goods you may handle; but whether you are or are not so compensated, there are certain obligations imposed upon you by your relationship to the retail drug trade that you cannot afford to ignore. Does not the welfare of your patrons, the men who have been struggling for years for a decent living, selling drug merchandise in many instances actually below the prices paid to you for the goods, appeal to you? Can you afford to turn a deaf ear to the appeals of your friends because you may feel that somebody else is treating you with a lack of consideration? After mature deliberation we feel assured you will place no obstacles in the way of your retail friends, whose welfare is your welfare. Furthermore, the direct contract places the entire business of handling proprietaries at wholesale in the hands of the legitimate wholesale drug trade. No wholesale grocery or mail order competition interferes with their proper distribution, sales at best prices being made to you and to you alone, because you alone are in a position to handle the goods according to the terms which the proprietor establishes. Are not these considerations sufficient to determine your proper course as to co-operating to make this method of handling proprietaries a complete success?

A WARNING.

We consider it an obligation that you owe to your patrons to give your cordial support to the effort now being made to secure to them some returns for their arduous labor. With Peruna selling for 20 cents

in Buffalo, 49 cents in New York, 63 cents in Louisville, and all other standard proprietaries at proportionate ruinous prices, would you be surprised if the entire retail trade of the country should rise as one man in opposition to any body of men that would at this time, when there is a ray of sunshine piercing the clouds of despair and disaster, defeat the one plan that will undoubtedly correct the evils from which we have suffered so long and so disastrously? I do not ask this question by way of a threat; I believe you will fully understand that I have no such intention. I have held official position in the N. A. R. D. since its organization; it has been my pleasure to represent our association at several of your annual meetings, and I feel that I can address you as one friend would speak to another, that we can counsel together as men who are working unselfishly to better the condition of the members of our respective associations.

In the past the aspersion has been cast upon the N. A. R. D. by its enemies that all our work has had for its object the benefit of the jobber; that such obstacles as we had thrown in the way of direct buying and the formation of buying clubs by retailers were proof that the N. A. R. D. is nothing more nor less than an annex to the National Wholesale Association, whatever protestations to the contrary might be made. In spite of this we have pursued the course marked out at the beginning of our movement. We have insisted and still insist that in working together with you quicker, better and surer results can be accomplished for all interests than can be brought about in any other way. Let me implore you not to allow the results of all this good work to be thrown away. Give the contract plan your earnest, active support. If for no other reason than that it will restore prosperity to the retailer. If we find, after a fair trial, that it is too troublesome, or if it should be demonstrated that it is ineffectual, then we will heartily join with you in any movement that may be necessary to induce the proprietors to adopt some other method that will accomplish the protection of our common interests.

WHAT HAS THE JOBBER DONE?

A good deal of adverse criticism has in the past been leveled at the jobbing drug trade because of its alleged illiberality and selfishness.



SAMUEL E. STRONG, Treasurer of the N. W. D. A.

It has been charged that the jobbers have failed to bear their share of the expense of carrying out the plans we have been using for the improvement of the general welfare, notwithstanding the fact that the jobber was by far the largest beneficiary of this work. Year after year dues have been collected from retail druggists, to thousands of whom even a small contribution is a more or less serious matter; year after year the proprietors have generously borne their share of the expense, and the funds thus assembled have been used to carry to successful issue the plans that have been formulated for the betterment of the entire drug trade. The executive officers of our association have been asked again and again, and not infrequently the questions were put sneeringly: "What has the jobber ever done in a financial way to help on this work? Does the jobber never contribute anything? Is the jobber's interest in this proposition limited to pocketing all the benefits, while the retailers and proprietors provide all the funds and do all the work?"

Our answer to these questions has always been that if the jobber gave us his loyal co-operation we could afford to do the work, and as for providing funds we felt sure that if the time ever came when we seriously needed the jobber's monetary aid it would be only necessary to place the facts before him and help would be forthcoming. The time has come when we may soon find it necessary to ask for your financial assistance. We hope it will not become necessary, but if we are unable to get along without your aid in this direction we shall be greatly disappointed if you do not accede to our request. Just how much expense on your part, as individual firms, will be required to put the direct contract plan into effect we do not know. We believe this expense will be far less than you anticipate. We believe that when the task in hand has been subjected to such careful systematizing as good business men like yourselves are capable of providing for it, both the expense and the amount of trouble actually necessary will be very small. But whatever the expense, whatever the trouble, we are going to believe the jobbers will generously do all that may be necessary for the success of this plan because of their unselfish interest in the welfare of their retail friends, their earnest desire to help these friends into a better financial condition.

GRATEFUL FOR EARLY HELP.

Very early in its history the National Association of Retail Druggists struck a financial snag that interfered seriously with the progress of the newly launched and frail bark. Forty thousand copies of the proceedings of the organization convention of the N. A. R. D. had been printed and distributed. As propaganda material this was just the thing needed, but the National Association was unable to pay the debt it had contracted in making the distribution. Its most earnest efforts to do so were ineffectual. It was at this juncture that the Western Wholesale Druggists' Association, learning of the difficulty that beset its new ally, the N. A. R. D., generously donated \$250 with which to put us again into good trim. Do you suppose we will ever forget that act of generosity? Not in a thousand years! It is evidence of this sort that causes us to have confidence in the liberality of the wholesale drug trade. We believe you are going to make us happy by sending us back to our people from this convention with the assurance that we shall have your hearty support and co-operation in securing from the direct contract plan of marketing proprietaries all the benefit this plan is capable of yielding to our common interests.

NOW IS THE TIME

to give your hearty support to a fair and impartial trial of the direct contract plan. Protect your own interests against the scheming of demoralizers in the drug business; help the retailer to get what he earns; but for heaven's sake do not let the contract plan fall of success because you do not approve it and withhold your support! Let us go along in the future as we have in the past, each branch of the trade working for the betterment of the trade as a whole, and the future will be bright, growing steadily brighter as we advance. The retailers of the country are regarding with great interest the outcome of your deliberations here; they have confidence in you that the assurances you have given them year after year of your loyalty to the interests of the retailer are the sincere expressions of honest men. They expect you, now that the time has come for the fulfillment of these promises, to do your whole duty by the plan which these retailers are confident will bring prosperity to themselves, to the wholesalers, and to the real friends of the jobbers and retailers among the proprietors. The opportunity is presented you of strengthening the bonds of friendship between the wholesale and retail druggists of our country that have been welded by years of mutual confidence and esteem, and we feel certain you will not allow the opportunity to pass unimproved.

This closed the business of the first sitting, and adjournment was had till the afternoon.

FOURTH SESSION.

Wednesday Afternoon.

Secretary Toms presented the customary report on deceased members, and he was followed by the chairman of the Committee on Paints, Oils and Glass.

Report of the Committee on Paints, Oils and Glass.

The introductory portion of this report, which was submitted by Charles E. Fox, of Wichita, Kan., dealt chiefly with the economic condition of the country and the great increase in its wealth during the past 20 years. The position of the white lead and mixed paints market was then discussed. In linseed oil the extreme of prices during the past year was covered by a difference of 10 cents a gallon, values being more steadily maintained than for many previous years.

DEMORALIZATION OF THE WINDOW GLASS BUSINESS.

The window glass business during the past year was described as unsatisfactory to the jobbing trade. Prices had been greatly demoralized owing to the efforts of two of the larger companies to move their stocks and wind up their business. The demoralization of the trade was completed through the action of the American Window Glass Company in operating its machines during the summer months, and the window glass business, the report stated, had reached the condition where most jobbers would gladly retire from it if they could do so. The report concluded:

"The stocks in the hands of the manufacturers and jobbers at the close of the fire in June were probably lower than they had ever been at that season of the year, and while trade had not been good, yet there had been a fair demand for glass in many sections of the country. The start this year is later than for many years past, and the indications are very strong that there will be but little glass on the market by the middle of November. At this time the stocks in the hands of the jobbers have been sold down to the lowest possible amount, and it is estimated that there is not one good stock in the hands of any manufacturer in the country to-day, and not over 400,000 boxes in the hands of all the manufacturers."

Nominations for Office.

The Nominating Committee then submitted its report, its choice for president being M. Cary Peter, of the Peter, Neat, Richardson Drug Company, Louisville. The complete list of officers nominated was as follows: President, M. Cary Peter, Louisville, Ky.; first vice-president, Arthur D. Parker, New Orleans;



The Old French Market, New Orleans.

second vice-president, A. D. Stewart, Seattle, Wash.; third vice-president, Charles Cook, Portland, Maine; fourth vice-president, A. J. Moore, Sioux City; fifth vice-president, Charles Leitch, Evansville, Ind.; secretary, J. E. Toms, Indianapolis; treasurer, Samuel E. Strong, Cleveland; Board of Control, Lucien B. Hall, Cleveland, chairman; Fred. L. Carter, Boston; W. J. Mooney, Indianapolis; C. W. Snow, Syracuse, N. Y.; James W. Morrison, Chicago.

New York was recommended as the next place of meeting, and the time will be in October or November of 1905, the exact date to be left to the local Committee of Arrangements.

ACTION ON RECOMMENDATIONS IN PRESIDENT'S ADDRESS.

Charles F. Weller submitted a report on the president's address, recommending the adoption of resolutions reminding retailers and manufacturers of their obligations to jobbers, and additional resolutions as follows:

Resolved, That while jobbing druggists are as a rule in hearty sympathy with manufacturers of pharmaceutical preparations and medicinal plasters and dressings, yet we view with some degree of alarm the inroads in our business that are being made by some over-zealous manufacturers who are marketing their goods not only to the jobbers but through the retailer and physician as well, at jobbers' prices.

We are pleased to note, however, that there are not a few notable exceptions. Some manufacturers, appreciating the fact that the jobber is the legitimate distributor of this class of goods, have cut out all preferred accounts and have signified their intention to confine their sales to legitimate jobbers only. Under the circumstances we should give such manufacturers our unqualified support.

George W. Latimer made a verbal report for the Committee on Relations with Local Associations, city and interstate.

Theodore F. Meyers' report for the Committee on Transportation was read by Secretary Toms.

Report of the Committee on Transportation.

This report, which was submitted by Theodore F. Myer, chairman, St. Louis, dealt with the question of rates of transportation for drug products and commodities from point to point. It recommended the employment of expert advice for the protection of the interest of the wholesale druggist in dealing with traffic managers, and securing relief from unjust discrimination in tariff rates.

Report of Special Committee on Box and Cartage.

The report presented by J. C. Ellet opened with mention of the voluminous correspondence conducted by the secretary of the association during the last winter with the officers of the national associations in the wholesale grocery and hardware trades to ascertain whether there was any prospect of securing

their co-operation in the effort to restore the open charge for box and cartage. The result of this correspondence was not encouraging.

The attitude of the wholesale drug trade upon this question remains about the same as was reported at the previous meeting. The continued indisposition of jobbers in some of the large Eastern cities to resume the open charge was the principal obstacle in the way of its restoration. There could be no question about the desirability of making some charge for case and cartage, because the profits of wholesale druggists were already too meager and expense accounts were constantly increasing.

The report touched upon the new plans adopted by some proprietary medicine manufacturers for the distribution of their products. These plans, the report stated, imposed additional work and increased expense upon the jobber without adequate compensation in return.

The fact that drug jobbers could not be brought to realize the folly of giving away hundred of thousands of dollars annually in free box and cartage was noted with regret. It had been estimated that over 50 per cent. of the lumber made in this country was used in the manufacture of packing boxes. Adding the cost of cartage it could be seen at a glance what a vast sum of money the jobbers of the country were losing each year by their failure to charge for cases and cartage. The only method left was to make an open and direct charge.

Following this came the report of the Special Committee on Commercial Travelers.

Report of the Special Committee on Commercial Travelers.

The report of this committee, presented by Robert L. Tye, chairman, was a refreshing departure from the usual run of committee reports. It began with references to Homer, Dante, Milton and Virgil, in this order, and then divagated back and forth among the corridors of time until the Sphinx of Egypt, "the sunny hills of Greece," and the great fair of Nijni Novgorod had been passed in review. The rise of the commercial traveler was connected in this way with the development of commerce. We reserve a more detailed account of this unique report for a later issue.

The Report of the Committee on Paris Green.

Secretary Toms then read the report of the Special Committee on Paris Green, in the absence of Alanson S. Brooks, chairman of the Special Committee on Paris Green, who reported that Paris green had not been sold upon

the rebate plan for six years past. During the past three years a schedule had been prepared by the committee of the association and an agreement had been secured among dealers in some fifteen Western and Southern cities enumerated. It was impossible to uphold the schedule of 13½ cents for arsenic cakes in the Eastern States. The difficulty of maintaining schedules increased yearly, and the committee said that the time was not distant when Paris green will be sold on the open market.

There being no further business, the sitting was adjourned.

FIFTH SESSION.

Thursday Morning.

After the minutes of the preceding meeting had been read and approved the Membership Committee presented the applications of the Abbott Alkaloidal Company, Chicago, and J. F. Baller, of St. Louis, as associate members. Under a suspension of the rules they were elected.

Board of Control Report.

The Board of Control submitted reports on several committee reports submitted to it.

The Committee on Adulterations received congratulations

mercial Travelers, was especially commended for the mass of information contained in his valuable report, which was considered a unique contribution to the literature of the association.

The Committee on Paris Green was congratulated on its success in maintaining uniform prices in fourteen cities. James E. Davis reported that it was highly probable that the article would be rebated during the next year.

The board recommended that the invitation to join the National Board of Trade and to subscribe to the Interstate Commerce Convention be declined, since the members subscribe through their local associations.

The board indorsed the suggestion of the A. Ph. A. that efforts be made through the traveling salesmen to increase the membership of that body, and recommended it to the co-operation of the members.

The board commended the report of the secretary and his work in editing the proceedings.

A vote of thanks was extended the Committee on Membership for its unusually successful efforts.

The reduction of the tax on alcohol, the provision for de-



The Old Absinthe House, New Orleans.

on the fact that so few of the articles examined by it had proved below standard, and the committee was thanked for naming the new forms of adulteration included in its report.

The Committee on Fire Insurance was praised for the information given in its report regarding rates paid for drug stocks, the list of combustibles and explosives of the New York Municipal Explosive Committee, and the regulations and equipments for extinguishing fires in drug houses. It was recommended that all these subjects be indexed separately for ready reference.

The Committee on Fraternal Relations was congratulated on the healthy conditions reported.

In connection with the report of the Memorial Committee Messrs. Walding, Cuttler and Hall were named to prepare memorial resolutions on the death of ex-President W. J. Walker.

The report of the Committee on Paints, Oils and Glass was commended as being particularly comprehensive.

The report of the Committee on Transportation was approved, but the board dissented from the suggestion that a freight bureau be established, on account of the expense it would entail.

The board recommended the continuation of the efforts to improve box and cartage conditions.

R. L. Tye, the chairman of the Special Committee on Com-

naturalized alcohol and the provision of a rebate on alcohol used in the manufacture of exported articles was commended.

The Pure Food bill was commended, save as to the expanded definition of the term drug.

The Committee on Legislation was instructed to correspond with the members regarding the Mann bill, and to carry out the wishes of the members as indicated in this correspondence.

The Committee on Suits Against Members was continued, with thanks for past services.

The special committee reported resolutions concerning the death of W. J. Walker, which were adopted by a standing vote.

The report of the Committee on Time and Place recommending New York was adopted.

The report of the Committee on Nominations was adopted, and the nominees were elected by one ballot.

John N. Carey was re-elected chairman and F. E. Holliday vice-chairman of the Committee on Proprietary Goods.

D. R. Noyes, C. F. Weller and J. W. Phillips were announced a special committee to draft resolutions of thanks to the Committee on Arrangements and Entertainment.

Jas. E. Davis moved a vote of thanks to the local newspapers for the full reports printed and many courtesies extended, and Charles F. Weller moved a vote of thanks to the pharmaceutical press.

The Board of Control reaffirmed devotion to the rebate plan

and direct contract and serial numbering plan, provided proprietors gave a discount affording adequate remuneration for additional expense entailed and prepared contracts in accordance with the association ideas. The board also recommended that the giving of a cash discount in excess of 1 per cent. on proprietaries be considered a violation of a rebate contract.

Owing to the fact that Charles H. Camp, chairman of the Committee on Trade-Marks, only returned from Cuba Wednesday, his report was deferred until a supplementary session at 11 o'clock Friday, by which time it would be ready for consideration.

The Banquet.

The banquet was held in the main dining room, J. C. Elliel acting as toastmaster. Governor Blanchard made a highly patriotic and interesting address on "Our Country," which evoked the wildest enthusiasm. He advocated expansion, an increased navy and a broad and progressive policy.

President Shoemaker reviewed the past and present of the association, and M. Cary Peter spoke briefly of its future.

"The Southland of To-day" was responded to by Charles Payne Fenner.

M. N. Kline made a facetious address on "Our Commerce and Industries," and T. P. Cook spoke to "The Ladies." Mayor Capdevielle was unable to respond to his toast, being out of town.

The Menu.

Canapé de Caviar.	Manhattan Cocktail.
Amandes Salées.	Céleri.
Huitres en Coquille.	Sauterne.
Bisque of Crab.	Amontillado.
Broiled Pompano à la maitre d'hôtel.	Potatoes Rosa Bonheur.
Sweetbreads Financière.	Haut Sauterne.
Filet of Beef, larded à la Richelieu.	Pontet Canet.
Stuffed Tomatoes.	Punch Cardinal.
Bécassine Rotie Parisienne.	Asparagus Vinaigrette.
Biscuit Glacé.	Gâteaux Assortis.
Bonbons.	Fruit.
Café.	Cigares.
	Cognac.

At the final session, held on the steamer Friday, a supplementary report of the Committee on Proprietary Goods was approved, and Mr. Camp's report on Trade-Marks was formally adopted.

THE ENTERTAINMENTS.

New Orleans contains so much that is of interest to the stranger that it required but little effort on the part of the local committee to provide entertainment for the visiting members of the association. Nevertheless, a programme was provided which took up all the time not devoted to the transaction of the business of the convention.

The visitors began to arrive in small parties several days before the date set for the formal opening of the sessions, but the first large party to arrive reached the city on Sunday morning over the Illinois Central road from Chicago and St. Louis. This party included not only the members from the points named, but also those Eastern members who had left New York under the guidance of Thos. P. Cook, chairman of the Committee on Passenger Rates and Routes, on Election day, November 8, and had spent several days at the St. Louis Exposition. The Chicago delegation, under the guidance of Romaine Pierson, of the committee, and Mr. Phillips, the city passenger agent of the Illinois Central Railroad, at Chicago, filled four cars, and when this party was joined by the party from St. Louis a special train was made up at Carbondale, Ill. On Monday morning two sleepers full of delegates arrived via the Southwestern Limited over the Southern Railway and one over the New Orleans Short Line of the Norfolk & Western Railway.

Monday was devoted to general sight seeing, including visits to Audubon Park and to alcohol distilleries. On Monday evening a special "smoker" was given for the men at the Young Men's Gymnastic Club, the entertainment including vaudeville performances and several boxing bouts.



PROF. FREDERICK J. WULLING,

Dean of the College of Pharmacy of the University of Minnesota.

The accompanying half-tone cut is a reproduction in miniature of a life size portrait in oil of Prof. Frederick J. Wulling, dean of the College of Pharmacy of the University of Minnesota, Minneapolis, which was presented to the university by the Alumni Association last June. The ceremonies incident to the presentation constituted an event of considerable interest and importance, not only to the pharmacists of the Northwest, but to pharmacists throughout the country who are interested in the cause of higher education.

The New Subway.

The largest tunnel in the world, involving an investment of \$75,000,000 and requiring four years, two months and seven days for construction, was opened in this city on October 27, and between the hours of 7 p.m. and 12 midnight 125,000 passengers had been given a practical demonstration of the success of this stupendous undertaking.

In building the Subway innumerable difficulties were overcome; a river was tunneled and ground was cut away from beneath the elevated road without interfering with its operation. In all, 3,212,000 cubic yards of material have been excavated, of which 1,312,000 cubic yards were of solid rock. In construction 65,000 tons of steel and 8000 tons of cast iron were used, and 550,000 square yards of concrete and nearly 1,000,000 square yards of water proofing have been laid. Some interesting facts about the West Side Branch, just opened, and the entire system are presented in the following table of statistics:

Length of Manhattan-Bronx system.....	22 4-5 miles.
Time taken to complete West Side Branch.....	4 years 7 months 3 days.
Approximate number of men employed to build whole system.....	12,000
Men employed to operate the West Side Branch.....	2,300
Cars in operation on day of opening West Side Branch.....	300
Stations on entire system.....	49
Stations opened October 27, 1904.....	28
Average height of tunnel from base of rail to roof.....	15 feet.
Greatest depth below surface—at Fort George.....	150 feet.
Seating capacity of each subway car.....	52 persons.

The New York Subway is far superior to the London tunnels and Paris subways, being much more extensive, better ventilated and having modern equipment in every respect. From the figures above it will be seen that the entire system when completed will be 22 4-5 miles in length, while the Metropolitan Underground, London, is 13 miles long; Simplon, Switzerland, 12 miles; St. Gothard, Switzerland, 9½ miles; Paris underground, 8½ miles; Mont Cenis, Switzerland, 7½ miles;

Baltimore, Baltimore & Ohio, 7 miles; Arlsburg, Austria, 6 miles; "Tupenny Tube," London, 5½ miles; Hoosac, Massachusetts, 4¾ miles; Berlin underground, 4½ miles; Liverpool and Birkenhead, 4½ miles; Boston subway, 2½ miles.

So far the Subway has been opened only to 145th street and Broadway. The Interborough Company, which is the name of the operating company, announces that the East Side Branch will be opened as far as the Harlem River by November 10, the remainder of the road requiring some months yet to complete.

"King of Rats."

Among the many noted and distinguished people at the convention I saw, as far as I could tell, only one royal personage, J. J. Kearney, of Chicago, popularly known as "King of Rats," through his ownership of Stearns' Electric Rat and Roach Paste.

Mr. Kearney began life in the wholesale drug business when a boy of 15 years and, after close application of 19 years, rising rapidly during this time, acquired a thorough knowledge of the methods used to promote the sale of a meritorious article like Stearns' Electric Paste.

From the small beginnings in 1893 the Stearns' Electric Paste Company has developed a business which ranks among



J. J. KEARNEY, "The Rat King."

the largest in its line. Mr. Kearney, or, as he is popularly termed, "The King of Rats," is known all over the country. His bright original advertising methods and his never failing energy are making new records for him daily. He is a keen observer, a shrewd business man and a successful advertiser.

Stearns' Electric Paste sales are increasing rapidly, and each year's business is larger than that of the year before, owing entirely to the fact that the profits of the business are continually pouring into advertising, thus creating a large legitimate demand for the retailer. Mr. Kearney is now making arrangements for special half page ads in leading centers, and believes that this advertising for a ready seller like Stearns' Electric Paste will double its already extensive business.

The Manufacturing Chemists' Registration Bureau.

The following titles have been registered in the Manufacturing Chemists' Registration Bureau since our last report:

Hokohana Frederick Stearns & Co.
Kleer-a-hed Frederick Stearns & Co.
Sal-laxa Sharp & Dohme.

Iodo has been dropped from the list of William R. Warner & Co.

NEW YORK JOBBERS SIGN THE CONTRACT.

Unexpected Action on the Part of the Leaders Among Wholesale Druggists—A Great Surprise to the Trade.

New York wholesale druggists could hardly have sprung a greater surprise on the trade generally than they did a few days ago, when they decided to accept the serial numbering and contract plan of selling patent medicines, as proposed by at least two of the proprietors. Almost up to the very day they met in secret session at the rooms of the Board of Trade and Transportation, on November 9, they expressed themselves as unalterably opposed to any serial numbering contract system of selling goods. The plan was not feasible; it would entail great additional expense to them; would cause no end of trouble, extra work, etc., and would necessitate a radical change in their methods of doing business. Such were the expressions from some of the more outspoken members of the wholesale trade. They would have nothing to do with the serial numbering plan.

RESOLUTION ADOPTED IN SECRET SESSION.

And yet, in the face of these most positive declarations, the New York jobbers suddenly held a special meeting, which lasted from about 3.45 p.m. until well after 5 o'clock, and decided to sign the two agreements with manufacturers which had been submitted for their consideration. No reporters were admitted to the conference, which was said to have been representative of the entire jobbing drug trade of the city. What firms, if any, were not there will probably indorse the action taken. At the conclusion of the meeting it was announced that the following resolution had been adopted:

Whereas, The Peruna Drug Mfg. Company has decided to put a serial numbering plan into effect; and

Whereas, Such Peruna Company has invariably marketed its products through the wholesale drug trade; and

Whereas, It has unjustly been charged that the New York jobbers have especially opposed the serial numbering plan as recommended by the National Association of Retail Druggists;

Resolved, That while the adoption of such a plan will put great additional burdens and expense on the jobbing trade, and not necessarily prove the panacea its advocates claim, yet, recognizing that wholesale druggists cannot prosper unless retail druggists are prosperous, the Peruna serial numbering plan be signed and accepted, in the hope that its execution may remove present unsatisfactory conditions and prove to the tripartite benefit of the retailer, jobber and manufacturer.

A motion was also carried that the contract of the Wells & Richardson Company be signed. These were the only two contracts that had been presented to the jobbers up to that time.

REASONS FOR THE CHANGE OF FRONT.

Several reasons are given for this sudden and unexpected change in the jobbers' attitude. It is said in some quarters that the wholesale druggists of this city were confronted with the possibility and probability of losing much valuable trade in sections outside of New York if they refused to sign the agreement and help the retail trade in the new anti-cut-rate movement; another reason given was that the Proprietary Committee of the N. W. D. A., of which John N. Carey is chairman, had brought its influence to bear upon jobbers here and elsewhere and had urged them to sign. That may have had something to do with the jobbers accepting the Wells & Richardson Company's plan, but it could hardly apply to the Peruna plan, for the latter was not entirely acceptable to the N. W. D. A. Proprietary Committee, or the latter's subcommittee, and jobbers were not urged in the committee's circular to sign the Peruna contract.

Still another reason advanced was that the New York jobbers read the handwriting on the wall; in other words, objectionable as the serial numbering contract plan was, they saw it was inevitable, and therefore decided to make the best of it

and get all the credit they could by being the first in this section to come into line and formally agree to the plan.

There is still another reason given—probably the principal reason, too, for the sudden and unexpected change in the jobbers' attitude—namely, very strong pressure was brought to bear directly upon the jobbers by proprietary interests themselves, backed up by big retail drug and department store interests in this city, who approve of the serial numbering contract system. Had the jobbers refused, in spite of this pressure, to agree to the plan, the chances were that some of the large proprietors would have withheld their goods from the jobbers here, and perhaps would have made other arrangements for the distribution of their goods. The manufacturers would not have done this except as a last resort, but they are in dead earnest in this matter, and the jobbers were given to understand that the proprietors were prepared to carry their point. The jobbers had no alternative but to acquiesce, even though the whole plan was not, and is not, relished by them.

DETAILS OF DR. PIERCE'S PLAN.

The salient features of the World's Dispensary Medical Association's plan are:

The goods will be numbered in order to detect the source of supply of the cutter and substituter and to further prevent his obtaining Dr. Pierce's medicines. This part of the plan will be practically the same as that of the Miles plan.

A direct contract will be made with the wholesale druggist to restrict the sale of the medicines to retail dealers in proprietary medicines in good standing with a very severe cumulative penalty clause in case he does supply a cutter and substituter. In case of a wilful violation the jobber will no longer be supplied with goods.

A clause has been adopted in all the newspaper contracts which renders void such contract when Dr. Pierce's medicines are sold below schedule prices in that city.

The contract fixes a schedule of wholesale prices and discounts as well as rebates and conditions in the distribution of the several preparations manufactured by the company.

THE WELLS & RICHARDSON COMPANY'S PLAN

is a direct contract with the retailer and provides for the serial numbering of the company's goods. The retailer agrees not to sell to wholesale or retail dealers not duly accredited as such by the company; also that he will not sell \$1 articles below 90 cents, or 50 cent articles under 45 cents. The retailer must write or stamp his name and address across the face of every package sold or disposed of. He further agrees not to substitute or induce the customer to take any other preparation in place of the Wells & Richardson article called for. The giving of any concession whatever in the form of trading stamps, credit, rebate or otherwise, will be considered a violation of the agreement. The sum of \$50 is stipulated as liquidated damages for each violation.

The amount and conditions of trade discounts that are to be allowed the retailer by the jobber are stipulated, and the prices at which goods are to be sold at wholesale are fixed as follows:

Lactated Food, the retail price of which is \$2.50, at \$24.00 per dozen.	
Lactated Food.....	the retail price of each of which is
Paine's Celery Compound.....	\$1.00, at \$8.00 per dozen.
Kidney-Wort Dry.....	
Lactated Food.....	the retail price of each of which is
Paine's Celery Compound (if any)	50 cents, at \$4.00 per dozen.
Kidney-Wort Tablets.....	
Lactated Food.....	the retail price of each of which is
Will's English Pills.....	25 cents, at \$2.00 per dozen.
Diamond Dyes, the retail price of which is 10 cents, at 75 cents per dozen.	

THE PERUNA COMPANY'S DIRECT AGENCY CONTRACT.

The Peruna Drug Mfg. Company has a direct agency contract with the retailers and also a similar contract with the jobbers. The contract with the jobber allows him to sell Peruna to an approved list of retailers at the following prices: \$8 a dozen where the standard retail price is \$1 a bottle, \$4 a dozen where the retail price is 50 cents, and \$2 a dozen where the retail price is 25 cents. Provided, however, that when purchased at one time and on one invoice two dozen lots shall be sold at the rate of \$7.75 per dozen, and in gross lots

at \$7.50 per dozen, for medicines put up in bottles of the larger size. The company has eliminated its rate of \$7.25 for lots exceeding two dozen, but less than a gross.

The contract with the retailer fixes the following minimum price scale: 83 cents on \$1 bottles, 42 cents on 50-cent bottles, 22 cents on 25-cent bottles. Wherever the standard prices are generally maintained at the date of the contract they are to be maintained in the future.

The contract with the retailer also contains the provision that the giving of any article of value, or the making of any concession by means of trading stamps, or otherwise, for the purpose of reducing the price agreed upon shall be considered a violation of the agreement, and, further, that if the retail dealer shall violate in any manner any of the provisions of the agreement, he shall, upon proof of such violation, pay to the company the sum of \$50 as liquidated damages.

The retailer agrees to stamp with a rubber stamp or write in ink his name and address plainly across the wrapper of each retail package before selling or disposing of same. The company will itself adopt a serial numbering system whereby each retail package will be numbered. The jobbers are required to keep a record of all sales.

Of the three proprietors whose plans are briefly set forth above, only one allowed the jobber an increased discount—namely, the Wells & Richardson Company, who increased the discount to 10 and 5 per cent. The World's Dispensary people refused to increase the present wholesale discount of 10 and 5. The Peruna Company also refused to increase its discount, but eliminated the monetary penalty clause from the jobber's contract. The present average compensation of the jobber who buys Peruna in carload lots is less than 10 per cent., and in less than carloads it is only about 6 per cent.

OTHER MEMBERS OF THE ST. LOUIS CLUB.

Besides these three firms the following have signified their intention of adopting a serial numbering contract system of selling goods: The Piso Company, California Fig Syrup Company, Paris Medicine Company, Dr. Kilmer & Co., and the Dr. Shoop Family Medicine Company.

Up to a few days ago none of these firms had made public their plans in detail, and so far as could be learned the New York jobbers had not taken the matter of these additional contracts under active consideration, but it is not thought likely that, having agreed to sign the three contracts already in the field, they will refuse to sign the rest.

All of the three contracts that have been submitted to the trade will be enforced just as soon as the necessary organization among retail druggists can be effected, and as soon as a sufficient number of the contracts has been signed and returned to the manufacturers. The latter are counting very largely upon the existing pharmaceutical organizations to help them in putting their plans into effect. The representative of one of the manufacturers said the other day that the N. A. R. D. could, and no doubt would, render valuable assistance in this work; but so far as New York was concerned he thought it would be useless for the N. A. R. D. to attempt to effect a new organization of retailers in this city.

DR. PIERCE IS IN EARNEST.

In speaking of his company's plan, Dr. V. Mott Pierce said: "We are very much in earnest in our purpose of protecting the legitimate druggists in obtaining fair prices for Dr. Pierce's medicines, and have every confidence that our plan will be effectual in promoting the welfare of the retail druggist."

Awards to Burroughs, Wellcome & Co.

It is gratifying to note that recognition has been extended by the Committee of the St. Louis Exhibition to an American pharmaceutical firm for many years carrying on business in London, England. Three grand prizes and three gold medals have been conferred upon Messrs. Burroughs, Wellcome & Co. for the scientific excellence of their "Wellcome" brand chemicals, "Tabloid" and other pharmaceutical products and "Tabloid" Medical Equipments.

Greater New York News.

J. H. Beam, of Moundsville, W. Va., was in town last week.

Mr. Woodman, of Smith & Woodman, St. Augustine, Fla., visited the local drug market recently.

About 160 applicants took the Board of Pharmacy examination at the Brooklyn College last Wednesday.

Elmer & Amend, wholesale druggists, have secured judgment against J. C. Becker for \$174.54.

Consumers of sandarac and of lycopodium are cautioned against imitation articles which are being offered from abroad.

Despondent because of poor business, Julius Katmar, a retail druggist of 12 Avenue B, Manhattan, committed suicide the other day by drinking carbolic acid.

Chagrined over the result of the national election, Alexander Simmons, a Brooklyn drug clerk, committed suicide on November 9 at his home, 182 Irving avenue.

The senior class of the Brooklyn College visited the laboratories of E. R. Squibb & Son on Wednesday of last week, and were shown through the various departments.

Among other visitors to the downtown drug trade recently were: A. V. Jones, of Friendship, N. Y.; Charles W. Hoffa, of Dushore, Pa., and H. P. Bissell, of Ridgefield, Conn.

John R. Wall, who formerly conducted the P. Baluff Pharmacy at Thirty-seventh street and Sixth avenue, Manhattan, intends shortly to open a new store, to be known as the People's Drug Store, at Ninth avenue and Twenty-third street.

L. Fred Neirath, of the firm of Kirchhoff & Neirath, Berlin, manufacturers of Hopogan, Ektogan and other metallic peroxides, has established an American office at 45 Broadway, New York, and will push the sale of the products of his firm in this country.

On Wednesday evening, November 30, an informal reception will be given the Brooklyn College of Pharmacy Alumni Association, at the college building on Nostrand avenue. First-class talent has been engaged and a most pleasant evening is promised to all who attend.

At their meeting on Wednesday evening, November 9, the Alumni Association of the New York College of Pharmacy decided to have their annual dinner each year hereafter on the first Wednesday in December. The annual dinner this year will be held on December 7 at the Grand Central Palace.

Jesse L. Hopkins, president of the Drug Trade Club, has issued a call for a special meeting of the club, to be held on November 30 to consider the proposition to change the name of the club from the Drug Trade Club to the Drug and Chemical Club, and to enlarge the membership from 300 to 400.

The home of Adrian Paradis, the well-known Brooklyn druggist and president of the Kings County Pharmaceutical Society, was robbed recently, property valued at several hundred dollars being stolen. A new servant girl is believed to have been the thief or an accomplice, for she disappeared just before the robbery was discovered.

Roberta Wood Johnson, daughter of Robert W. Johnson (Johnson & Johnson), was married to Robert Carter Nicholas, of New Brunswick, N. J., at Christ Church, New Brunswick, on Wednesday evening, November 9. Mr. Johnson's present to the bride was \$100,000 in securities. Mr. Nicholas is a New York Stock Exchange broker.

Daniel J. Pierce, a Brooklyn druggist at 995 Flatbush avenue, secured judgment the other day against the Brooklyn Heights Railroad Company for \$250 and costs. On five different occasions it seems the company refused to issue to him a transfer on a transfer at the intersection of the company's lines. The court imposed a penalty in each instance of \$50.

William T. Lins, the well-known pharmacist at 157 Eighth avenue, near Eighteenth street, celebrated the twenty-fifth anniversary of the establishment of his business on Saturday, November 12, by the distribution of handsome souvenirs to his customers. A well worded and attractive circular was issued

to old and prospective patrons, and resulted in attracting a large crowd to the store.

Huyler, the candy manufacturer, who has a store at 150 Broadway, has bought from Wilson, the druggist, the leasehold of the store at 152 Broadway, which runs for 21 years, with an option of renewal of the lease of the entire property. In this way Mr. Huyler prevents the possibility of the corner store being removed to make room for a larger office building, and holds the key to the situation by owning the lease of the property next door.

The New Jersey State Board of Pharmacy recently brought action against Manuel Beitman, a Newark druggist, to recover \$100 penalty. It was charged that W. F. Haller, a medical student in Beitman's employ, had sold laudanum to an agent of the board in the absence of the registered clerk. The evidence showed Haller to have had eight years' experience and did not prove that he was employed by Beitman. Judgment was accordingly rendered in favor of the defendant.

Customs authorities at this port are somewhat puzzled as to what to do with a lot of medicinal preparations recently seized from smugglers. Among the drugs are phenacetine, trional, duotal and other synthetic chemicals. The goods are patented and cannot be sold at auction or otherwise without the permission of the makers, and this, it seems, is withheld. Some time ago the Government sold some phenacetine, but the court compelled the Government to accept the return of the goods and refund the money. The goods now on hand may be used in the army or navy.

At the tournament on Monday evening, November 7, of the Wholesale Drug Trade Bowling Association, the Whittall-Tatum Company team won its three games. The Lazell, Dalley & Co. team lost three games. The Colgate & Co. team won two out of the three games played, and the team from the National Lead Company scored one victory against two defeats. Mr. Reddy, of the Whittall-Tatum Company, made the highest individual score of the evening, 223. Others scores were: Mr. Ridge, of the National Lead Company, 221; Mr. Whelpley, of the same company, 213, and Mr. Kimble, of that company, 212.

President Anderson, of the State Pharmaceutical Association, has sent a notice to all local associations in the State inviting them to send representatives to a meeting with the Committee on Legislation of the State Association at the Hotel Ten Eyck, Albany, on Monday, November 28, at 9 a.m. The object of the conference is to take steps to harmonize the Pharmacy law and the Penal Code. This subject, it will be recalled, was referred to the Committee on Legislation at the last meeting of the State Association. Other legislative matters will also probably be brought up and considered. The purpose of having a conference of with as many associations as possible is to act in unison rather than have different associations attempt to secure different legislation.

Kings County Indorses Contract Plan.

The Kings County Pharmaceutical Society, at its regular meeting last Tuesday, strongly indorsed the serial numbering contract plan, and the matter of supporting the N. A. R. D. was also heartily urged. Both Dr. William Muir, who was a delegate to the St. Louis convention, and Dr. William C. Anderson emphasized the benefits which the retail trade had derived from the National organization, and urged local associations to support the N. A. R. D. Resolutions were unanimously passed commending those manufacturers who had adopted wholly or in part the serial numbering contract plan. The members also pledged themselves to give such manufacturers preferential treatment and to do everything possible for the success of the plan.

On motion of Dr. Muir a committee of seven was appointed to interview druggists and to report at the next meeting on the advisability of affiliating with the N. A. R. D. The committee consists of Messrs. Anderson, Kleine, Wischerth, Gesell, Maass, Rosenzweig and Hegeman.

Amendments to the constitution were proposed to make the

entrance requirements of the college, etc., conform to the Pre-requisite Clause, and a committee was appointed to confer with counsel on the matter.

Treasurer Ray reported a balance on hand of \$406.25 in the society's treasury, and of \$5,814.60 for the college.

The Committee on Supervision reported that there were in attendance at the college 5 postgraduates, 80 seniors and 150 juniors. Also that \$1,500 would be spent for additional apparatus.

After some discussion on legislative matters, the meeting adjourned.

Jersey City Druggists' Association Indorse the Plans.

The response to the spirited call of the Jersey City Druggists' Association, printed in the preceding issue of the AMERICAN DRUGGIST, was disappointing to the officers, only 14 members being present out of a possible 75. James Foulke, of 170 Monticello avenue, presided, and Edward T. N. Stein, 217 Montgomery street, recorded the proceedings. The principal business transacted included the adoption of a minimum schedule of prices on all goods controlled by the so-called St. Louis Club, the group of manufacturers who have put into operation a limited contract plan applying to jobbers; the signing by all members present of the Peruna and Wells-Richardson Company's contracts, and the election of officers.

Following the reading of the minutes of the preceding meeting an inquiry was made by John Kimpel as to how the association came to pledge \$25.00 as a donation to the N. A. R. D. at the meeting in Washington the year before. It was shown that the three delegates from Jersey City had pledged the money on their own responsibility, but that the local association had agreed at a later meeting to bear the charge. An informal discussion then ensued regarding ways and means of increasing the membership. It seems that the total membership of the Jersey City Druggists' Association is in the neighborhood of 27, representing only about one-third of the pharmacists in business in Jersey City. A motion was then debated which provided for the appointment of a committee of two who should be authorized to hire a carriage and visit personally every druggist in the city who is not a member. The carriage idea was opposed by B. F. Bache, who said that if a coach with two members stopped at the door of a Jersey City pharmacy the proprietor would probably have a fit, if he were not frightened to death. The expense was an important item, too. The motion prevailed, however, and a committee, consisting of Messrs. Kimpel and Bache, was appointed to visit the city druggists and induce them to sign the various contract forms and at the same time become members of the association. A motion by John G. Block that the association indorse the Peruna and Wells-Richardson's contracts was then acted upon favorably. A uniform schedule was also adopted. This pledges the members not to sell proprietaries controlled by the St. Louis Club of proprietors at less than 20, 40 and 75 cents for 25, 50 cents and \$1 articles respectively. On the motion of Mr. Kimpel it was decided to have a banquet in January, 1905, and Mr. Cole nominated J. C. Gallagher and C. J. McCloskey as a Committee of Arrangements.

The nomination of officers was then proceeded with, and the following were chosen: President, John Kimpel, Jr.; vice-president, John G. Block; secretary, Edward T. N. Stein, and treasurer, John C. Gallagher.

The meeting adjourned at 4.50 p.m., after being in session an hour and fifteen minutes. The next regular meeting will be held on the third Tuesday in January, 1905.

Maryland College of Pharmacy.

This new department of the University of Maryland has been permanently housed in the handsome new dental and pharmaceutical building just completed. The pharmaceutical laboratory is finished and equipped in the new building and the chemical work will be done in the large general chemical laboratory.

WESTERN NEW YORK.

Demand for Clerks in Buffalo—Price Demoralizers Display Activity—Price Maintainers Looking to Proprietors—News of the Bowlers.

(From our Regular Correspondent.)

Buffalo, November 17.—The interesting feature of the Buffalo retail drug situation is the facility with which the new students at the College of Pharmacy obtained places. It is said that they displaced nobody, and yet there are to-day stores asking for men. What really happened is a great puzzle to everybody. "I am a little inclined to think," said a city druggist and college professor, "that much of this complaint of no business is a mere grumble from force of habit. It somehow appears that the stores are able to increase their force of clerks very materially just now, at the close of a season that has not been very satisfactory to me, and if they were not making any money they could not do it. I have a list of four stores now that are short of help."

ACTIVITY OF PRICE CUTTERS.

At the same time the price cutters are redoubling their efforts to make the dear public think they are doing everybody a great service by making a still deeper cut. One of them takes a page in the Sunday papers to show what it has done and is about to do in that line. Really, the situation to the general public is a very odd one and what is to come out of it cannot be foretold.

LOOKING TO PROPRIETORS.

The efforts to counteract this slashing are not very great on the part of the Buffalo retail druggists directly, as they do not feel that they are able to cope with the cutters; but they are looking with any amount of interest to the moves making on the part of the manufacturers of proprietary articles to see if they are likely to accomplish anything. So far the contracts of two companies have reached Buffalo—Peruna and Paine's Celery Compound—and are being signed without demur by all retailers. There is an equal interest in the operations of the proprietaries that are to be given a uniform price through the jobbers, there being a half dozen companies preparing to carry on the campaign through that method.

BOWLERS MAKING GREAT PROGRESS.

The Buffalo Druggists' Bowling Club is making great progress this season, the attendance every Friday afternoon being much beyond anything in the previous history of the club. There are a good many visitors in of late, especially from the ranks of the traveling drug salesmen. At the last meeting E. H. Powell, with Lehn & Fink, and A. C. Day, with H. K. Mulford & Co., took a hand. The contests have been given an added interest by the offering of a prize by P. M. Lockie for the highest score in November, the "high rollers" being given a handicap, so that the others are enabled to start with an even chance.

Mrs. M. E. Franke, owner of the drug store at 1843 Niagara street, Buffalo, died November 1 at the age of 59. The store was in charge of her son, John E. Franke, as pharmacist, who was about to move it to 1872 of the same street, formerly occupied by Druggist C. O. Rano. It was a very old stand, having been conducted about 20 years by E. H. Breman.

GENERAL WESTERN NEW YORK NEWS.

Pharmacist F. J. Halst, of Middleport, has bought the Benson drug store of that place, formerly owned by Harvey Hoag. Archibald Denon, lately connected with the drug store of W. H. Hayden of Ransomville, has engaged with W. H. Crandall, druggist, of Fillmore.

L. G. Stanley, druggist of North Tonawanda for 35 years, was elected Treasurer of that city at the late election after a very spirited contest. He is a prominent Mason and Knight Templar.

The members of the Buffalo drug firm of Stoddart Bros. are preparing to become residents of the avenue, having purchased a fine double lot on that thoroughfare, as it looks over toward the city park.

MASSACHUSETTS.

Pharmacist-Nominees for Office Elected by Big Majorities—Pharmacy will be Well Represented in the Massachusetts Legislature—Annual Report of the Board of Pharmacy—Higher Preliminary Requirements Advocated—Interstate Exchange of Certificates Endorsed—Hoagland Company Goes to the Wall.

(From our Regular Correspondent.)

Boston, November 16.—Election returns indicate that the trade will be well represented in Beacon Hill during the coming legislative session, no less than four members of the Senate being druggists or engaged in allied business. Of the new members, Mayor Charles L. Dean, of Malden (of Dean, Foster & Co., Boston), has had an extended experience as the head of the city government of Malden. He received the flattering vote of 2,976 to 1,355 for his nearest opponent. Harrie C. Hunter, Ph.G., was looked upon in Marlboro as a "favorite son" and was given cordial support. His native place gave him 1,576 votes to 741 for the Democrat who ran against him. Hon. William J. Bullock, of New Bedford, will have to defer the use of "ex" before his name for at least another year. The natives must have thought there was no other name on the ticket, for his plurality exceeded those of the Presidential candidates. He was given the complimentary figure of 4,175 to his opponent's 2,234. Hon. William F. Craig, Ph.G., will again occupy a seat under the gilded dome, and he conclusively demonstrated that he is a top notch vote getter. His tally was 5,552 and that of his Democratic competitor 2,492. Representative Fred W. Lord, of Athol, was given a magnificent re-election by his constituents, and Representative Frank H. Howe, of Brighton, was returned to the Legislature by a flattering indorsement. With the exception of Mr. Lord, all of the above gentlemen are affiliated with the Republican party. Irving P. Gammon, Ph.G., Boston, Democrat, made a strong contest in a Republican ward for election to the House and polled many more votes than his party running mate, but failed of election.

Joseph G. Kilburn, of Newton, is a candidate for ward alderman, and his chances for securing the berth are deemed excellent.

BOARD OF PHARMACY MAKES RECOMMENDATIONS.

The nineteenth annual report of the Board of Pharmacy is just out. Among the board's recommendations is that of a thorough preliminary education from those contemplating the pursuit of pharmacy. The members state that "It is a duty which every pharmacist owes to himself, to the public and the young man to refuse to receive any one wishing to learn the business who is not a graduate of a high school." They recommend a college of pharmacy education before examination by the board. The present necessity of a new examination in each State is asserted to be "an uncalled for hardship, especially to registered clerks," and a plea is made for a certificate of registration "valid in all States of the Union" and "a uniform standard of examinations." Relative to the liquor traffic it is stated that a pharmacist has no right to sell for use as a beverage, and where the liquor sales exceed the drug sales the plea of "sold only for medicinal purposes" is invalidated. "The greatest foe of the legitimate, law abiding pharmacist . . . is the man who under the guise of a druggist runs a liquor store." The pungent statement is made that "a drug store that cannot live without a liquor license . . . should be abolished." It is pointed out that the privileges under the sixth class license of the Bay State exceed those of other States, and that the majority of Massachusetts pharmacists "are striving to do an honest and legitimate business." The attention of proprietors is again called to the leaving of stores for protracted periods in charge of those not registered pharmacists as an "unqualified violation of the law." The board had prepared and intended to publish as a part of the annual report a list of the registered pharmacists engaged in business in this State, but the State's Board of Publication deemed the printing "uncalled for and an unnecessary expense." The report regrets the ending of the term of Prof.

Charles F. Nixon and states that "in this instance, at least, the law forbidding reappointment is a distinct injury to the cause of true pharmacy in our State."

SUCCESSFUL CANDIDATES.

The last monthly report of the Board of Pharmacy showed the holding of four examinations at which the following candidates were successful: Jessie L. Hanscom, Manchester, N. H.; Joseph A. Flynn, Lawrence; Raymond D. McGrath, Natick; James H. O'Neil, Lowell; Edward L. Mitchell, Everett; George F. Cooley, Springfield; Joseph F. Keegan, New Haven, Conn.; Henry J. Werner, Boston; Ida V. DeHaven, New London, Conn.; George F. Pendexter, Somerville, and Ernest N. Roberts, Boston.

SPECULATION ABOUT LICENSES.

The five Newton druggists who were recently voted licenses by the Aldermanic Board have not yet secured the coveted permits, and squibs in the daily press are responsible for the impression that the Mayor might refuse his signature on account of his known opposition to granting licenses. An investigation shows that the prevailing idea is probably erroneous and it is expected that the executive will soon affix his signature to the parchments in question. It is thought, however, that the restrictions placed upon druggists in the above city during the present régime and the withholding of a number of sixth class licenses will probably cause a larger vote for license at the coming election than has ever been thrown.

FORCED TO THE WALL.

The Ralph P. Hoagland Drug Company, Portland street, has assigned. Liabilities probably exceed \$100,000; assets, book accounts of about \$50,000 and stock of a value of about \$25,000. The creditors are said to number over 500, something over a hundred of these being Boston dealers. The amounts due the latter are thought to be small. The causes assigned for the failure are insufficient capital and heavy personal expenses of Mr. Hoagland. The concern was organized in Maine and the chief factor was Mr. Hoagland, who filled the dual rôle of president and treasurer. Some of the stock was owned by retail dealers. The assignees are J. C. Scates, identified with the firm of Lewis & Co., and F. M. Gardner.

FLY PAPER CATCHES A CAT.

In one of the drug stores of Everett there are two pet cats who are sources of amusement to the customers by their playful habits. One day recently, while at their feline games, there chanced to be a number of pieces of fly paper scattered about the establishment, and one of the cats in the tussle sprang upon a sheet of this sticky material in such a way that all four feet became securely fastened. In his endeavors to get loose he increased his difficulties until finally his cries brought the proprietor to the rescue. The latter labored over half an hour in releasing tabby, who suffered the loss of much fur during the process. Nowadays when that cat sees a piece of fly paper he takes up a temporary residence in the cellar.

TALKED ABOUT.

Edson M. Roche, South Deerfield, is a recent victim of a forged check.

The Selectmen of South Braintree recently gave Whitcomb & Co. a hearing upon a petition for a sixth-class license. Decision reserved.

The stock and fixtures at 52 Bromfield street, the business being run under the name of C. E. Woodward, have been sold and the store closed.

The store of J. J. Hanley, Railroad avenue, Abington, was again raided by the police, who were successful, as before, in securing a quantity of liquor.

Arthur L. Gavin, of Warren street, Roxbury, is a candidate for Alderman from Ward 16. Mr. Gavin has just served his constituents two years in the Legislature.

P. N. Brunnelle, Lowell, has just been awarded \$4,995 in a personal damage suit against an electric light company of that city. The company has appealed from the verdict.

Dr. Harvey W. Wiley, of Washington, lectured before the northeastern section of the American Chemical Society on the evening of October 27 on "Effects of Preservatives on Health."

PENNSYLVANIA.

Pharmacy Topics Discussed at the College Meeting—Milestones of Progress—Next Meeting will be Held in the Evening—Drug Clerks' Association Gaining Strength.

(From our Regular Correspondent.)

Philadelphia, November 16.—The regular pharmaceutical meeting of the Philadelphia College of Pharmacy was held last evening, with Howard B. French, president of the college, in the chair. M. I. Wilbert read a paper on A Quarterly Review on Some of the More Recent Advances in Pharmacy and Materia Medica. He said that the closing year had been one of exceptional importance to the progress of pharmacy along professional lines. As some of the more interesting of these, he cited the enactment of the prerequisite law by the State of New York and the inauguration of the Association of State boards of pharmacy. This paper also included a *résumé* of the important literature of the last three months. George M. Beringer read a paper entitled A Record of Several Toxicological Investigations, and exhibited specimens which had been prepared in connection therewith.

Dr. S. Solis Cohen, an eminent physician of this city, read a paper on The True Scope of Scientific or So Called Expert Testimony in Trials Involving Pharmacological Questions. Dr. Cohen said the function of an expert was to enlighten the judge and jury as to the significance of certain facts and relations beyond the ordinary knowledge, but of which he had made a special study. He should say nothing that he would not defend before a learned society; his efforts should be bent to elucidate truth, and not to score points for or against either side.

It has been the desire of some of the members of the college for some time back to hold at least some of the pharmaceutical meetings in the evening instead of the afternoon, and it is proposed to hold the next meeting on Tuesday evening, December 13. At this meeting there will be several interesting papers presented, and there will be a discussion based on Mr. Wilbert's paper, The Pharmacist and the Physician, presented to the American Pharmaceutical Association.

ACTIVITY OF THE DRUG CLERKS' ASSOCIATION.

Although the Drug Clerks' Association is assuming a formidable shape, the proprietors seem to have no fear for the future. This association has been organized for several months and now numbers 454 members. Nearly all the leading clerks in the large and important stores are members, and it is understood that many applications for membership have been received. The association was formed for the purpose of securing recognition by the employers and to gain shorter hours and better pay. How the officers expect to accomplish this has not been made public. It is understood that a strike is forbidden, and if a druggist refuses to either increase the clerk's pay or shorten the hours what redress has the member of the association? He can leave, but he could do that without being a member of any association. The bringing together of so many clerks, however, creates a good feeling and helps them to understand each other better.

The bowling season of the Philadelphia Wholesale Drug Bowling Association will this year open earlier than last year. The make up of the teams remains practically the same, and the same houses will be represented with the exception of the Johnson & Johnson's Red Cross team. The weekly journeys from New Brunswick to Philadelphia are too much for the ball slingers from the banks of the Raritan. It is doubtful whether they will re-enter the New York League, as they won the championship for three consecutive seasons, and the individual members of the team have a serious attack of golfomania. Some changes in the make up of the officers of the league are expected. The retailers will be represented by two teams, the College of Pharmacy by at least one, and every team at this writing claims next season's championship. A schedule of the games will be published in the next issue. The headquarters of the league will remain at the Central Alleys, at

Eleventh and Arch streets. It is also expected that an Interstate League for a series of games will be formed between New York, Philadelphia and Baltimore.

F. R. Rohrman, the general manager of the Philadelphia Wholesale Drug Company, who has been confined to his home with a severe attack of typhoid fever, is now able to resume his duties again. Mr. Rohrman at one time was in a serious state and his friends thought that he would not be able to attend to business for many months. Prior to this attack he had a slight attack of typhoid and came out too soon, and had a relapse.

QUAKER CITY HAPPENINGS.

H. B. Llewellyn has started on a pleasure trip to California.

D. F. Shull, of West Philadelphia, is on a gunning trip in South Carolina.

Leon Myers will open a new drug store at the corner of Synenham and Clearfield streets.

J. J. Parker, of Norris and Memphis streets, is recovering from a severe attack of appendicitis.

C. B. McLaughlin, a Camden druggist, has just returned from a six weeks' trip through the Dakotas.

Miss F. L. Trist, a South Ninth street druggist, has just returned from an extensive trip to the Pacific Coast.

J. V. Slaughter has leased a new building near his Mt. Airy store and is fitting same up with handsome fountain, fixtures, etc.

Thomas Crawford, late of the firm of McLaughlin & Crawford of Camden, has developed into a full fledged proprietor, having opened a store in Pleasantville, N. J.

Dr. Harry Wampole, who is in charge of the Chicago branch of H. K. Wampole & Co., has been in the city consulting with the heads of the corporation.

Wayne Evans, brother of George B. Evans, who is an enthusiastic sportsman, has returned from the mountains with a large bag of quail, pheasants, etc.

Mr. Heinrich, of Gilpin, Langdon & Co., Baltimore, was in the city on November 7, this being his first trip here for twenty years. He was greatly impressed with the growth of the city.

N. F. Weisner, 2349 Germantown avenue, has returned from a successful gunning trip. He killed two deer, and it is understood other deers were also seen.

Lafferty & Reilly have purchased the drug store at Seventh and York streets owned by the late Dr. Ischler and will conduct it under the name of the West York Pharmacy.

B. F. Krehl, the popular Germantown avenue druggist, has become a Benedict, having last month married Miss Ferguson, a sister of a popular Kensington druggist.

J. A. Borneman, of Sixth and Dickinson streets, has added a few inches to his chest measure and carries his head higher than ever owing to the arrival in his home of a baby daughter.

Dr. J. E. L. Van Sciver, the well-known druggist and physician of South Fourth street, Camden, has been compelled to purchase an automobile as he found that he wore out too many horses attending to his extensive practice.

Thomas McPhee, Fifteenth street and Columbia avenue, and George T. Lambert, 1255 Belmont avenue, have oiled up their guns and are out trying to make a record. They are two good gunners and have always been very successful.

Mr. and Mrs. M. N. Kline, Mr. and Mrs. C. F. Shoemaker, Miss Shoemaker, Mr. and Mrs. Aschenbach, Dr. Jayne and wife and Mr. and Mrs. W. H. Smith formed a party which left here on the 12th inst. to attend the meeting of the N. W. D. A. at New Orleans.

James H. Baer, formerly of the firm of Shinn & Baer, has returned to his old love and is opening a drug store at the corner of Twentieth and Chestnut streets. The store promises to be one of the handsomest in Philadelphia, having distinct and unique features in the way of fixtures, furnishings, etc.

Philadelphia druggists have suddenly developed a tendency for politics. The results of the recent election show E. H. Fahey, of Thirteenth and Race street; F. J. Mumma, of Twenty-fifth and Jefferson, and W. S. M. Field, of Eighth and Lombard streets, have been elected to the State Legislature, and Chas. Ouram to the Common Council.

NORTHERN OHIO.

New Crusade Against Dope Sellers—Women in Pharmacy.

(From our Regular Correspondent.)

Cleveland, November 14.—As a result of the investigations of Dr. Maurice Budwig, a determined effort is being made to stop the sale of cocaine and morphine by the druggists of this city except when prescribed by a reputable physician. Dr. Budwig and two patrolmen in citizens' dress have spent the last three weeks in looking up the matter. A woman addicted to the habit also aided by going to stores and buying the drugs, while the patrolmen would stand by and witness the transaction. In several stores on Erie and Ontario streets, it is said, they saw her get the drugs, and no questions were asked as to what they were to be used for or who the woman was. No record was made of the sales in most cases. Michael Zucker, clerk in the store of Howard E. Lonf, 146 Erie street, and Henry Cherdon, clerk in Dr. Carl Cherdon's store, 120 Erie street, have been arrested on the charge of violating the laws regarding the sale of these drugs, and several other warrants are to be issued shortly.

Dr. Budwig became interested in this matter through being called to treat a large number of persons who were arrested and confined in the city prison for minor offenses arising largely from their condition. Through inquiry he learned from these persons that the two drugs could be purchased at many of the downtown stores. He therefore determined to look into the matter and break up the evil if possible. It is said there are clubs of boys in the city formed for the purpose of practicing the cocaine habit. The situation had become grave, and it is fortunate that some one took it up in time.

WOMEN IN PHARMACY.

At the last examination conducted by the State Board of Pharmacy 115 men and 6 girls took the test. W. R. Ogler, secretary of the board, stated that the number of applicants is gradually decreasing at each examination. He accounts for this from the fact that the remuneration for that kind of work is small in this State. Some, of course, expect to become owners of stores and others are preparing themselves for better positions than are usually offered, but the greater number know they must be clerks. There has been considerable complaint of the scarcity of drug clerks in the larger cities for the past year and Mr. Ogler's solution of the question may be of much interest to the trade. There are doubtless too many stores to thrive well and this brings the salaries of clerks down, yet, owing to the long hours, each pharmacy must have from one to three and the larger ones several more. It seems that this would be a good question for discussion by the local, State and national organizations from time to time. In this day and age the well educated young man wants a fair salary and he cannot be criticised for his ambition. The question is: How can druggists pay good salaries with the sharp competition and cut rate methods of some who do not care for the ethics of business?

THE STANDARD'S NEW STORE.

The Standard Drug Company has secured a fine location in the Schofield Building, at the corner of Euclid avenue and Erie street, and will open a handsome pharmacy. This is one of the best locations in the city, being situated where a large number of people are constantly passing, and these of the best class in the city. The business section is gradually going east on Euclid avenue, and this new building is right in the path of the forward movement. This building and the Citizens' Building, at the side of it, house thousands of the best offices in the city, and the population of the two is sufficient to guarantee a good business. The Standard has stores at several other points in the city.

The general offices of the Peruna Drug Company, Columbus, have been moved from the Hartman Hotel Building to the new office building of the company, corner of Third and Rich streets.

Pass List of the Ohio Board.

Cleveland, Ohio, November 2.—The following persons successfully passed the last examination before the State Board of Pharmacy: Jacob R. Handmacher, Fred W. Boldt, Sigmond Grossman, Frank W. Masek, John B. Guesert and Adolph Messerli, Cleveland; Charles H. Douds, Glenn Kensil, Richard A. Morgan, Josephine H. Enright and Hugh G. Beatty, Columbus; Harper E. Kennedy and Jacob Loertscher, Toledo; George C. Brofft, Robert Bingman, William A. Bennett, Oscar H. Sebastian and Leah L. Burdsal, Cincinnati; Herman Brinkman, Napoleon; W. B. Rathbun and Benjamin Tyler, Monroeville; M. D. Miranda, New Carlisle; R. Duncan McCrosky, Ada; Clyde Huston, Oxford; George Fredebaugh, Fairport Harbor; Edward L. Eitel, Lockbourne; Ernest J. Higgins, Tiffin; William W. Young, Garrettsville; Clarence M. McClure, Hillsboro; Curtis A. Darr, Canton; William J. Stoppe, Elmwood Place; William L. Long, Norwalk; Frank L. Snyder, Hamilton; Willard R. Hower, Doylestown; E. L. Middleton, Malta; L. O. Wadsworth, Petersburg, Mich.; Thomas O. Moore, Morgantown, W. Va.

Those who passed the examination as assistant pharmacists are: Adam Steinkoenig, Clara Keller, Joseph W. Visconte, Charles Saberton, John G. Schmidt and Milton H. Wagner, Cincinnati; Carl A. Schmidt, Sandusky; William H. Lintz, Kenton.

The following may receive certificates as assistant pharmacists on their examination as pharmacists: John W. Boswell and Frank N. Koewler, Cincinnati; Benjamin L. Netts and Arnold Jersawitz, Cleveland; George P. Wennes, Sandusky; William E. Reed, West Lafayette; Frank L. Kays, Senecaville; Fred J. Lawler, Mt. Vernon; Leo Reuscher and Harry Whitehouse, Newport, Ky.

Southern Ohio Notes.

(From our Regular Correspondent.)

Cincinnati, November 17.—Interest among Cincinnati druggists centers in the question as to whom the Nominating Committee will select to guide the Ohio Valley Druggists' Association the ensuing year. The annual meeting, to be held November 22, promises to be well attended.

The Akron cut rate war goes merrily on, and a further reduction of dollar articles from 69 to 63 cents has been made.

It is understood that Serodino Bros. will secure the northwest corner of Sixth and Race streets. A two story structure of steel and glass is to be built there. This is one of the valuable downtown sites and the Serodinos made arrangements to secure it a long time ago. But when the building inspector ordered radical changes to be made in the present old structure there was a halt in the proceedings.

George S. Merrell, Otto Stein, I. W. J. Gordon, Mr. Evans, A. Jergens, G. W. Lattimer, F. W. Schumacher, of Cincinnati, and several representatives of the Peruna Company, of Columbus, left Cincinnati Saturday to attend the annual convention of the Wholesale Druggists' Association at New Orleans. The Queen City men will make a strong endeavor to get the next annual convention for Cincinnati. The association was organized in Cincinnati in 1876 by seven men who answered the call of Mr. Merrell.

Did the campaign or election hurt your business? was asked Ashley Lloyd. "No, the campaign didn't, but the very healthful weather we had at Cincinnati this summer I believe affected trade. Everything is all right now." In answer to the same question a member of John D. Park & Sons Company said: "Business is good; the Presidential campaign did not hurt us."

William E. Kampfmüller is blossoming out as a leader in local drug circles. To his Fourth street store he has added the Seventh street prescription pharmacy and also the old Wagner drug store at Seventh and Race streets, and now Mr. Kampfmüller has captured two more drug stores and is planning to get a couple more across the river. He has just purchased from John L. Vine a store at Clarion and Washington road, Evanston, and one on Maple avenue, Norwood. This makes five stores Mr. Kampfmüller owns in or around Cincinnati, and if he lands the two across the river it will make seven.

ILLINOIS.

Chicago to Have a Handsome New Pharmacy—Fined for Selling Cocaine—Holdups Numerous in Chicago.*(From our Regular Correspondent.)*

Chicago, November 15.—One of the finest drug stores in the West may be opened within a short time in the downtown district. The store if opened will be in the Reliance Building, at the southwest corner of State and Washington streets. A plan is on foot to have the store operated by the newly formed Reliance Drug Company, of which E. Von Hermann is one of the most active members. Mr. Von Hermann now has a prescription store in the same building and is doing an excellent business. There are a number of the best known physicians in the city in this building, and it is thought that a store on the ground floor would prosper. The corner was formerly occupied by Carson, Pirie, Scott & Co.

REPENTED IN TIME.

Another store was to have been started at the southwest corner of State and Monroe streets by B. Baumgarden, as part of a department store. A long term lease to this property was recently acquired by Mr. Baumgarden from Frederick Ayer, of Lowell, Mass., the rent being \$110,000 a year. After looking over the situation Mr. Baumgarden decided not to open the drug store, but to confine his business to other lines.

HENRY S. WELLCOME REMEMBERS HIS ALMA MATER

Among the students of the Chicago College of Pharmacy when that institution resumed its teaching after being wiped out by the great fire (1871) was Henry S. Wellcome, who came to Chicago from Rochester, Minn., and entered the employ of Thomas Whitfield, whose drug store was then located at State and Eighteenth streets.

The manager of Mr. Whitfield's store at that time was the present dean of the college, Prof. F. M. Goodman. After spending one term at the college Mr. Wellcome went to Philadelphia to continue his studies, and subsequently became associated with McKesson & Robbins, of New York, who sent him to South America to investigate the cultivation of cinchona. Later, while representing this firm in England, he conceived the idea of embarking in business on his own account, and formed a partnership with S. M. Burroughs, the firm being known as Burroughs, Wellcome & Co. The phenomenal growth of this firm and the successful career of Mr. Wellcome are well known.

Upon his way to the Fair at St. Louis, Mr. Wellcome stopped at Chicago, and took advantage of the opportunity to visit several of his old friends and to bestow upon his Alma Mater a beautiful token of his regard in the form of a loving cup, inscribed "To the Dean and Faculty of the Chicago College of Pharmacy from Henry S. Wellcome, a Student at this College Immediately After the Great Fire."

So unexpected was this gift that but few of the old members of the college could be notified in time to be present. Among those at the presentation, which occurred on the 10th inst., were Thomas Whitfield, A. E. Ebert, W. K. Forsyth, Henry Biroth, Mr. Irvine and Dr. Baer, of the alumni, and the entire faculty of the school.

In presenting the cup, Mr. Wellcome spoke feelingly of his early associations in Chicago, of the friendships he had formed here, and of the regard in which he held his old teachers and the college. Dean Goodman responded for the faculty, thanking the generous donor for his remembrance, and recalling some reminiscences of their association in the early seventies. Mr. Whitfield, the only living representative of the first graduating class of the college, was called upon, and spoke of Mr. Wellcome's ability as shown at the time he was mastering his profession and of the attachment which sprang up between Mr. Wellcome and Dr. F. B. Power, who was also a clerk of Mr. Whitfield's. Mr. Ebert dwelt on the history of the college and the self sacrifice of the teachers and members which alone enabled the institution to pass through the many trials of its early days. Messrs. Biroth, Forsyth and Irvine, as well as the members of the faculty, each spoke a few words of apprecia-

tion, and Mr. Wellcome was then shown the pharmaceuticals laboratories in operation, and introduced to the senior class. He addressed the students briefly, calling their attention to the many advantages they enjoyed and the necessity of availing themselves of these to the utmost.

After being shown through the building and expressing his admiration of the facilities afforded, Mr. Wellcome took his departure, carrying with him the good wishes of both his old and new friends.

FINED AGAIN.

Adolph Brendecke, 260 Randolph street, has again been fined for selling cocaine, the amount being \$50 in the latest case. A woman, who confessed that she was an habitual user of the drug, gave the testimony on which Justice Chott rendered the decision. This is another instance of the conditions of which members of the State Board of Pharmacy complain. It is their stand that convictions secured on evidence given by "fiends" seldom hold in a higher court, because of inability to depend on the witnesses. An appeal was taken by Brendecke.

BOLD BANDITS OPERATE IN DRUG STORES.

The recording of hold ups is destined, apparently, to become a serial story. One evening recently two masked bandits entered two drug stores; they were driven out of one, but made a successful raid in the other. The thieves first visited the store of E. J. Healy, Lake and Dearborn streets. James Lofty, the clerk, and Otto Wilmer, night watchman in the Northwestern University Building, where the store is located, put up such a plucky fight that the pair fled. The same men then went to the store of Otto F. Niethammer, State and Ohio streets, where they got \$60. A customer entered while the men were there, but he was politely bowed out by one of the thieves, who said: "We're closing up for the night." The proprietor had to remain quiet, as the other bandit was covering him with a revolver behind the prescription case.

NOTES OF THE TRADE.

The Chicago drug clerks had a successful ball recently at Fraternity Hall, 70 Adams street.

A new store has been opened at Eighteenth street and Indiana avenue by Pacyna & Ward. It will be known as the Wychmere Pharmacy.

Hugh Wisdom, formerly head clerk for Albert E. Ebert, at State and Polk streets, is now a practicing physician. He has an office over Mr. Ebert's store.

John P. Garner, the Austin druggist, has been re-elected County Commissioner. Sidney C. Yeomans made a good race for a place on the same board, but was defeated.

W. L. Jansen has bought Charles H. Avery's branch store at Fifty-seventh street and Cottage Grove avenue. Mr. Avery still has his main store at 302 East Fifty-fifth street.

Eli Lilly & Co. have moved from their old stand, on Randolph street, just west of Franklin street, to the middle of the block east. The new quarters are being fitted up in elegant style under the eye of Manager Lake.

James H. Wells is now president of the United States Pharmaceutical Company, the position having been occupied formerly by the late L. K. Waldron. Herman Fry has succeeded H. F. Hasselbrook as vice-president.

E. J. Healy has bought the old Tremont House Pharmacy, in the Northwestern University Building, Lake and Dearborn streets, from W. C. Barrett. Mr. Healy formerly had a store at Webster avenue and North Halsted street. Mr. Barrett failed some time ago and the store has since been operated by Jerome V. Pierce, credit man for Fuller & Fuller.

The Western manager of the AMERICAN DRUGGIST had the pleasure of meeting Henry S. Wellcome, of London, England, at the Chicago Drug Trade Club recently. Mr. Wellcome was the guest of C. P. Van Schaack, the president of the club, and Frank S. Hereth, president of the Searle & Hereth Company, Chicago. He has been touring Canada with his young son, and is now on his way to the coast, taking in all points of interest en route. It is Mr. Wellcome's intention to return to London by way of New York.

MISSOURI.

St. Louis Druggists will be Glad when the Fair Closes—Jobbers Report Good Business—C. R. Judge's Election as Vice-President of the N. A. R. D. Causes Comment—C. P. Walbridge Defeated in the Race for Governor May Go to United States Senate—He's a Candidate.

(From our Regular Correspondent.)

St. Louis, November 16.—Business conditions in the retail drug trade of St. Louis have been of a somewhat varied character during recent months. As was the case with all other local commercial interests, a great deal of good was expected from the World's Fair, and in a number of instances this was realized; but it may be said in a general way that the retail druggists did not profit materially by the holding of the fair, and that the majority of them will welcome its close with a sigh of relief and charge up several dollars to the account of profit and loss. As one of the druggists put it, "the Fair visitors are mainly farmers and foreigners, and they bring their own medicines with them." The regular trade, however, has been very good and most of the retailers report an increase in receipts over those for the same period in 1903.

WHOLESALE REPORT EXCELLENT TRADE CONDITIONS.

In the wholesale branch the conditions of business have never been better than at the present time. This is mainly due to the fact that throughout the entire Southwest and along the Mississippi Valley there has been a steadily growing increase in both population and wealth, with the result that all mercantile classes have prospered. This is particularly true of the territory for which St. Louis is a distributing center. Crops of all kinds have been abundant, and at the same time the staple markets are strong, wheat, corn and cotton selling at high prices, and the money going out from consumers in a more liberal way than has been the rule in recent years. The head of one of the largest wholesale drug houses in this section is responsible for the statement that more new drug stores have been opened to the St. Louis distributors in the past year than at any previous time in the history of the trade, adding that orders are abundant and collections are unusually prompt.

THE ELECTION OF MR. JUDGE.

No little comment was made anent the election of C. R. Judge, of Judge & Dolph, St. Louis, as vice-president of the N. A. R. D. Mr. Judge is very popular among the fraternity, as well as among business men generally, but it was considered rather peculiar that the head of a house once known as a price cutter should be elected to an official position in an organization which is distinctly opposed to reductions from established schedules. His selection, however, may be said to illustrate a triumph gained by the enforcement of N. A. R. D. principles as applied to the individual, Mr. Judge having learned by experience that there is more money in maintaining the schedule than by enforcing it, and that it is better to adhere to these principles than to violate them, whether a member of the N. A. R. D. or only an outsider.

C. P. WALBRIDGE MAY BE U. S. SENATOR.

Col. Cyrus P. Walbridge, president of the J. I. Merrell Drug Company, and recent candidate for the Governorship of Missouri on the Republican ticket, was defeated in the election, but is now a receptive candidate for the United States Senate. He entered the gubernatorial race with the odds almost hopelessly against him, making a sturdy run and being defeated because of the fact alone that his opponent had gained a national reputation as a prosecutor of bootleggers and public thieves. Colonel Walbridge would make a thoroughly capable Senator, and his friends are making an earnest and active campaign in his behalf. If elected he will be the first druggist to don the Senatorial toga.

THE TELEPHONE SITUATION IN ST. LOUIS.

Almost every druggist in St. Louis has two telephones—the Bell and the Kinloch. The Kinloch is free and the Bell costs a nickel for use, with the natural result that the free 'phone is far more liberally patronized. It is also a fact that nearly

every druggist would prefer one general system instead of two and that the entire trade would be benefited by cutting out the "no charge" 'phone and making every one pay for the service. It is understood that an effort in this direction is now being made. One retailer explains the situation in this way: "Our 'phones are for the accommodation of our customers, but when a stranger comes in and buys a 2-cent stamp—on which there is a 100 per cent. profit and no cut rates—we know in most cases that he is using the purchase as an excuse for the free use of a service which costs us a round sum of money every month."

ARE CATALOGUE HOUSES RESPONSIBLE?

Outside of the department stores, there are now no cut rate drug houses in St. Louis. The questions that mainly puzzle the legitimate retailers are: "Where do the cutters buy their goods? And how is it that they can sell under the schedule when we can't do so without losing money or violating an agreement?" It is probable that the big catalogue houses can answer both of these questions, but in the opinion of the retail druggists there should be no necessity for asking them.

MINOR NEWS HAPPENINGS.

Dr. H. M. Whelpley, of the Meyer Brothers Drug Company, is out of the city, being in attendance on his father, who is critically ill.

Dr. H. F. James, a well-known and popular physician of St. Louis, leaves for New York this week and will open an office there.

C. D. Merrem, it is reported, is about to close his branch establishment on Delmar avenue, directly opposite the World's Fair. His main store, at the corner of Finney and Taylor avenues, is one of the busiest places of its kind in the West End.

Adam B. Roth is one of the few druggists who reports an increase in sales as a result of the World's Fair. He is in the center of the boarding house district and says he has sold more proprietaries this season than at any other similar time in his experience.

The Oklahoma Board Will Recognize Diplomas.

The regular quarterly meeting of the Oklahoma Board of Pharmacy was held at El Reno October 4. Wilbert J. Moore, of Bridesburg, Pa., was registered upon diploma from the Philadelphia College of Pharmacy, and the board decided to recognize graduates of such colleges as require four years of practical experience before issuing diploma, provided the applicants presented such reference and recommendations as would be satisfactory proof of their honesty and efficiency from past employers.

A lack of sufficient qualified help in the territory is the reason for the action of the board. The secretary will furnish blank applications to all parties who desire to register upon this ruling, upon request.

The secretary reported attending the conference of Boards of Pharmacy at Kansas City during the meeting of the A. Ph. A., and had the proper blanks been supplied the Oklahoma board would have been among the first to become a member of the National Association of Boards of Pharmacy.

The board organized for the ensuing year by electing the following officers: A. B. Clark, president, Watonga, Okla.; F. B. Lillie, secretary, Guthrie; E. E. Howendobler, treasurer, Perry. The next meeting date was made January 10, 1905, and the place, Guthrie.

Applicants must have their papers on file at least ten days before the meeting. All needed information will be supplied by the secretary upon request.

Awards to the Wellcome Chemical Research Laboratories, London.

The Committee on Awards of the Louisiana Purchase Exposition, St. Louis, have conferred upon the Wellcome Chemical Research Laboratories the distinction of a grand prize and three gold medals, in recognition of the importance and educational value of the chemical and pharmacognostical researches conducted in these laboratories under the direction of Dr. Frederick B. Power.

WESTERN NEWS BRIEFS.

Edgar, Neb.—Wm. Brookley has purchased the business of the City Drug Store.

Syracuse, Neb.—E. G. King has purchased the drug business of C. A. Hendry.

Stanton, Neb.—Edward S. Peterson will shortly open a new stock of drugs in this city.

Weleetka, I. T.—Hildmeyer & Co. have succeeded to the drug business of Hildmeyer & Burke.

Weleetka, I. T.—M. S. Hughey has sold his stock of drugs to the W. H. Buck Drug Co.

Stroud, Okla.—S. Ingalls has purchased the drug store of H. Brookins.

Memphis, Texas.—Eikins & Maige have sold out their pharmacy in this city to C. N. Montgomery.

Rosewood, Texas.—Doss & McKee have been succeeded in the drug and grocery business by C. H. McKee.

Salt Lake City, Utah.—W. L. Johnson has purchased the drug store of D. L. Wallace.

Medical Lake, Wash.—M. J. Grady has recently engaged in the drug business in this city.

Tacoma, Wash.—Shaw Bros. have succeeded to the drug business of Carpenter & Shaw.

Auburn, Wash.—V. R. Bissell & Co. have sold out their drug business to Fowler & Mason.

Pullman, Wash.—G. H. Watt has purchased the drug store of J. W. Palmerton.

St. Joseph, Mo.—The Hartwig-Machen Pharmacy has been incorporated in this city with a capital stock of \$7,000.

Maquoketa, Iowa.—Broxam & Hinkley have purchased the drug business of Walter Doe & Co.

Bunker Hill, Kan.—Joe E. Kininger has sold his drug store to C. A. Little.

Marysville, Kan.—I. I. McIntosh has purchased the drug stock of John L. Clark.

Sylvan Grove, Kan.—J. G. B. Pinney & Co. have purchased the drug business of R. Wohler & Co.

Sylvan Grove, Kan.—Shelksohn & Witte have been succeeded in the drug business by Shelksohn & Co.

Rush Center, Kan.—John Irving will shortly open a new drug store in this city.

Boelus, Neb.—M. J. Morrow has sold his drug business to C. S. Morrow.

Warren, Ark.—Bailey & Hamson have succeeded to the drug stock of Bailey & Thompson.

Sapulpa, I. T.—Campbell & Ritchey have succeeded to the drug store of Straight & Ritchey.

Hubbard, Iowa.—M. C. Nix has sold his drug stock in this city to Frank Allberry.

Moran, Kan.—M. K. Barber is removing his drug stock from this point to Larned.

Creston, Iowa.—G. N. Newcomb has succeeded to the drug store of Cherry & Newcomb.

Culver, Kan.—Halsey & Lisley have recently engaged in the drug business in this city.

Fairfield, Neb.—C. I. Bernard has sold his interest in the drug store of Bradwell & Bernard.

Muscogee, I. T.—J. M. Woods & Co. have purchased the drug store of S. K. Williams.

Grehner, Neb.—C. W. Mosser has purchased the drug store of Holcomb Bros.

Guthrie, Okla.—The Occidental Chemical Company has been incorporated with a capital stock of \$50,000.

Beemer, Neb.—The Frasher Drug Company has sold its business in this city to the Swartz Drug Company.

Clarendon, Texas.—Malfair & Fleming have purchased the drug stock of H. D. Ramsey.

Pueblo, Col.—R. J. Bruner has purchased a half interest in the Triangle Pharmacy of W. H. Mizner.

Schleswig, Iowa.—McGarvey & Schultz have succeeded to the drug business of Walters & McGarvey.

Raymond, Neb.—N. A. Mickey, a druggist and grocer, is selling out his grocery stock and will remove to Clatonia.

PACIFIC COAST NEWS.

PHARMACY BOARD CHANGES OFFICERS AND REGISTERS CLERKS.

The officers of the State Board of Pharmacy of California, as announced October 14, after the report of the Attorney-General had been received in response to a protest filed by ex-Secretary Calvert, are as follows: C. H. Rowley, president, to succeed himself; Dr. J. J. Crowley, secretary, to succeed John Calvert. The choice of Dr. Crowley was made by three members of the board—C. H. Rowley, E. J. Molony, and the vote of the candidate—Calvert casting his vote against the latter, and H. L. Finger refusing to vote. Calvert objected to this procedure, claiming that in order to elect it was necessary for a majority to cast their ballots for an aspirant. The Attorney-General decided that, although the board was composed of seven members, there were two vacancies, making three a majority of the present board.

This is the only pharmaceutical body in the State where the presentation and discussion of scientific pharmaceutical questions are made the leading feature of the meetings. The membership includes the best posted pharmacists in the State, as well as a large number of physicians and medical students who graduated at the University of California College of Pharmacy previous to taking up the study of medicine.

CHEMISTS USING SAME TESTS GET OPPOSITE RESULTS.

In a case where four milk dealers had been charged with having put gelatin and borax in their cream Dr. A. C. Bothe, the city chemist, and Prof. Thos. Price clashed in the Police Court when the cases were on trial. Dr. Bothe claimed that traces of these foreign substances had been found in the cream he had examined, which had been obtained from the defendants. Professor Price followed Dr. Bothe and for the defense stated that he had used the same tests and had been unable to find any adulteration in any of the samples, which were the same as those turned over to the health inspectors. He said that he had even gone further by using additional tests, with the same negative result. Judge Cabaniss dismissed the cases with, "When chemists disagree, defendants go free!"

COAST ITEMS.

The United Carbonic Gas Company has been incorporated in Oakland. It is said that a plant will be established at East Oakland, where 500 men will be employed. The company is capitalized at \$200,000, with the following directors: T. S. Irvin, Fred Walter, F. C. Vaughn and G. El. de Golla.

Sodium bicarbonate, 86 per cent. pure, has been discovered in Lake Carissa, on the McKittrick branch, and a San Francisco concern has made application for a five-acre site for a refinery to the Kern County Board of Trade. It is said that millions of tons are accessible and that the new industry will employ 50 to 100 men.

FRISCO NEWS.

E. G. Schutz, Ph. G., manager of Union Drug Company's store No. 2, is now a benedict. He was married last month to Miss Irene Le Noir, of Oakland, daughter of Mrs. M. Le Noir.

Edwin W. Joy, Ph. G., and R. E. Miller, both of this city; J. O. McKown, of Livermore, and S. Will, representative of S. Jurgens, of Cincinnati, left last month for Honolulu to spend several weeks in the islands, anticipating a most enjoyable vacation.

It has been learned that the murderer of W. A. Vermillion, well known in college circles here, who was killed at Salt Lake City on the night of August 22, has been captured and has confessed his guilt.

Dr. A. B. Nelson, a druggist and physician in Montgomery street, near Clay, was arrested on the charge of battery on complaint of G. F. Atkinson, his partner, on September 15. The latter alleges that Nelson struck him and threw him out of the store. When Atkinson returned the same afternoon Nelson told him to vacate, but the former refused, whereupon Nelson had Atkinson arrested on charges of battery, disturbing the peace, and forcibly detaining the property of another. It is claimed by Nelson that under an order of court Atkinson has no right to interfere with the business of the store.

The Drug and Chemical Market

The prices quoted in this report are those current in the wholesale market, and higher prices are paid for retail lots.
The quality of goods frequently necessitates a wide range of prices.

Condition of Trade.

NEW YORK, November 19, 1904.

During the interval since our last report orders have been more than usually numerous for jobbing quantities, while original packages have also changed hands in considerable amount. The volume of business generally shows, however, no great increase over the corresponding period of the previous month, owing largely to the fact that many of the heads of firms have been absent from the city. The annual meeting of the National Wholesale Druggists' Association has been in progress at New Orleans the past week, and operations have been restricted to some extent. With the return of the principals there is every reason to believe that the business results of the month will make an excellent showing, for the period has arrived when interior merchants find it necessary to replenish their assortments. Much interest was manifested in the Amsterdam cinchona bark sale, but the results have not affected the market, quinine being unchanged, though held with more firmness in view of the firm prices realized at the auction of bark. Holders of opium are finding encouragement in the reports from Smyrna, which tell of snow in the growing districts and more or less speculative buying, but trade in this market is of a routine character only, speculation being entirely absent and sales seldom rising above jobbing proportions. Menthol has attracted more attention since our last, but prices are, if anything, a shade weaker, despite the approach of the winter season, when increased demand will be felt. On most lines buyers are confronted with a stronger tendency of values. Among the gums, camphor has again advanced, and increased firmness is noted in kino, mastic and myrrh.

HIGHER.

Camphor,
Cacao butter,
Nux vomica,
Citronella oil,
Quicksilver,
Carbolic acid,
Chlorate of potash,
Colchicum seed,
Balm of Gilead buds,
Gum mastic,
Buchu leaves, short,
Berberis aquifolium,
Coriander seed,
Codeine,
Cannabis indica,
Stramonium seeds.

LOWER.

Menthol,
Sarsaparilla, Mexican,
Cotton root bark,
Spermaceti,
Cardamom seeds,
Quinidia,
Colchicum root,
Buckthorn bark.

Drugs.

Arnica flowers are in light supply and wanted, with the range of the market at 9½c to 10½c, as to quality and quantity.

Balsam copaiba is in moderate demand only, but values are steadily maintained on the basis of 30¼c to 35c, as to quality and quantity.

Balsam, fir, Canada, remains in steady position, but sales are making in a jobbing way only at \$3.50 to \$3.60; Oregon is held at 90c to \$1.00.

Balsam Peru is in fair jobbing request, and values are sustained at \$1.10 to \$1.15.

Balsam tolu is without improvement, very little attention being given to it by either jobbers or consumers; sales at 21c to 22c.

Buchu leaves, short, have been in good jobbing demand, and prices on desirable grades are fractionally higher, 17c to 20c being now named, as to quality and quantity.

Buckthorn bark offers more freely, and prices show a decline to 6c to 6½c.

Burgundy pitch is well sustained at 27½c to 3c, with sales reported at the inside figure.

Cacao butter has been in active request, and values are firmly maintained at the range of 31½c to 33c for bulk, and 37c to 39c for 12-lb. boxes.

Cannabis indica is in reduced supply, and, although goods are obtainable in a limited way at \$1.05, a more general quotation is \$1.10.

Cantharides are maintained in steady position, owing to scarcity of supplies, though the demand at the moment is limited to small jobbing quantities. We quote Russian at \$1.60 and Chinese at 60c to 65c.

Chamomile flowers are finding steady sale in a jobbing way at the range of 9c to 15c for German, and 10c to 16c for Roman, as to quality and quantity.

Chloral hydrate continues firm at the higher range established recently, and we hear of numerous jobbing sales at the range of 93c to 95c for crusts and crystals, respectively.

Coca leaves are quiet but steady at the range of 16½c to 18c for Truxillo, and 28c to 30c for Huanuco.

Codeine is generally higher, manufacturers having agreed on a new schedule of prices based upon a range of \$3.20 to \$3.40 for pure in bulk; sulphate and muriate at \$2.95 to \$3.20, and phosphate at \$2.70 to \$2.95, as to quantity. The demand is of average seasonable proportions.

Codliver oil has been actively inquired for since our last, and prices show more steadiness, especially for the leading brands. Most of the recent arrivals of new oil have been taken up. The demand for spot goods is being met at \$48.00 to \$60.00 for Norwegian, as to brand, while Newfoundland is held at \$40.00 to \$43.00.

Colchicine is lower, manufacturers having revised their quotations to the range of \$28.00 an ounce for crystals.

Colocynth apples continue to offer at 27c to 28c for Spanish and 37c to 45c for Trieste, though only jobbing parcels are inquired for.

Corn silk has attracted some attention during the interval, some scarcity prevailing, and holders ask 9c for the limited quantity available.

Cotton root bark is in better supply in consequence of recent arrivals, and holders are easier in their views at 30c to 40c, as to quality and quantity.

Cubeb berries continue slow of sale, though holders are not making any special effort to increase the distribution, and the market is well maintained at 8c to 8½ for XX. and 7½c for ordinary; powdered held at 11c to 13c.

Cuttlefish bone is irregular and unsettled, owing to competition among holders and lack of important demand. There are sellers of Trieste bone at 14½c, though 15c is quoted in some quarters. Jewelers' is held at 44c and upward for large, and 45c and upward for small, as to quality and quantity.

Ergot is somewhat neglected at the moment, but prices are maintained with considerable firmness, in consequence of the improved position of the article at primary sources. We quote the range at 39c to 40c for Russian, and 41c to 42c for Spanish, as to quality and quantity.

Juniper berries are in better supply, and values have eased off a trifle, 2c to 2½c being now named as acceptable, while we hear of some sales at a fraction under this.

Lycopodium maintains its firm position in the face of the high prices asked at primary sources. While spot quotations are unchanged at 80c to 85c, new crop is not offered under 84c.

Menthol is fractionally lower, but holders are not pressing goods for sale in view of the near approach of the consumptive season. There are sellers at \$2.85, but some decline to shade \$2.90 and one asks \$3.25.

Manna is dull and featureless, with quotations more or less nominal at 30c to 40c for small flake, and 28c to 30c for sorts, as to quality and quantity; large flake is quoted at 50c.

Nuxvomica maintains its firmness, though the demand has quieted down somewhat. Values are firm on the basis of 3½c to 4c, as to quality and quantity.

Opium continues inactive, with the tendency of the market favoring buyers, though prices are not actually lower than those quoted in the preceding issue, cases being held at \$2.72½ and broken lots at \$2.75 to \$2.77½. Powdered is jobbing at \$3.35 to \$3.40.

Quinine is finding a steady, moderate outlet into consuming channels at unchanged prices. The large offerings of bark at the Amsterdam sale netted slightly lower prices, without, however, affecting this market. The bark auction at London several days later went off at an advance. Inquiry at the office of Fuerst Bros. & Co. regarding the result of the auction of Java quinine at Batavia yesterday brought the information that only 5 per cent. of the quantity offered had been disposed of, the inference being that the prices offered were not acceptable. The lay down price in New York is unchanged. Meanwhile manufacturers continue to quote on the old basis of 23c for bulk in 100-ounce lots; second hands name 22½c for German, and 22c for Java.

Senna leaves are in active jobbing demand, Alexandria being given the preference, and values are well sustained at the range of 5½c to 6c for siftings, 9c to 10c for half leaf and 17c to 20c for whole leaf; Tinnevely held and selling at 6c to 10c.

Vanilla beans, Mexican, are somewhat irregular and unsettled, owing to competition, though the range may be quoted at \$3.50 to \$8.50 for whole, and \$2.50 to \$3.50 for cuts; Bourbons held at \$1.75 to \$5.00, and Tahitis at 60c to \$1.00, as to quality and quantity.

Chemicals.

Acetate of lime is maintained at the recent advance, stocks being still rather light. The wants of consumers are being supplied at 1.25c to 1.30c for brown, and 1.87½c to 1.90c for gray.

Ammonium carbonate is firmer in tone, and English shows an advance to 8½c to 8½c for lump and 9½c to 9½c for powdered; domestic make is held and selling at 8½c to 8½c for lump and 9½c to 9½c for powdered.

Aqua ammoniac has developed an advancing tendency, and quotations for carboys now range from 6¼c to 6½c for 26 degrees, though drums are obtainable at the old range of 5c to 5½c.

Arsenic is in fair consumptive demand, with sales of English at 3½c to 3½c. Red is dull at 6½c to 7c.

Carbolic acid reflects the advancing tendency in foreign markets, and spot quotations for crystals in bulk and pound bottles have been advanced to 14c to 16c and 22c to 23c, respectively.

Chlorate of potash has improved in position since our last, crystals having advanced to 8½c to 8½c and powdered 8½c to 9c, while the contract price for next year has been advanced to 8½c to 8½c for crystals and powdered; second hands quote at 8½c to 8½c for crystals and powdered.

Cream tartar is meeting with a moderate jobbing demand, with crystals maintained at 24½c to 24½c and powdered at 24½c to 25c.

Oxalic acid has met with moderate attention in the interval and prices are steadily maintained at 5½c to 5½c for jobbing quantities.

Quicksilver is firmer and fractionally higher, the flask price being now \$40.00, while in a jobbing way 55c to 57c is named.

Tartaric acid is meeting with about the usual consuming demand, with the sales at 30½c to 30½c for crystals and 30½c to 31c for powdered.

Essential Oils.

Anise continues to show a hardening tendency in the face of restricted supplies; while \$1.22½ to \$1.25 is generally named, some decline to shade the outside quotation.

Bay is without important change, the sales during the interval being at \$2.40 to \$2.50.

Bergamot is meeting with little attention, but holders are firm in their views at \$2.15 to \$2.25.

Cajuput remains quiet, but the market appears well sustained at 57½c to 60c.

Camphor is meeting with a fair moderate inquiry, and is steady in price at the range of 10c to 11c for Japanese in cases.

Citronella has been in active demand since our last, and values are fractionally higher, the revised range being 30c to 32c, as to quality and quantity. The stock on spot is light, and primary markets show considerable strength.

Peppermint has offered a shade more freely since our last, though we hear of no open quotations under \$3.57½, which is more than buyers are disposed to give, hence the market is not characterized by any great activity.

Sassafras is in good demand, artificial being given the preference, with sales at 26c to 27c.

Gums.

Aloes are quiet, but the quotations of the market show no change from 3¼c to 4c for Curacao, and 11c to 12c for Cape.

Asafoetida is without new feature of interest, either as regards price or demand; sales at 19c to 25c, as to quality.

Camphor has reacted to the firmness which has characterized this article for some weeks past, and prices were advanced on the 17th inst. to the range of 67c to 67½c for barrels and cases.

Chicle maintains its firm position, with prime Mexican in good request at 40c to 42c.

Kino is held with increased confidence owing to the small available supply, there being nothing now obtainable under 25c, with up to 26c asked.

Mastic is in limited supply and firm at an advance to 33c to 35c.

Myrrh is scarce and wanted, with siftings held at an advance to 21c to 22c, sorts at 23c to 25c, and select at 26c to 32c.

Tragacanth is in moderate demand and prices are firm at the range of 30c to 65c for Aleppo, and 35c to 90c for Turkey.

Roots.

Alkanet is held and selling at the previous range of 6c to 7c, but only jobbing sales are reported.

Blood continues scarce and firm, with holders quoting 12c to 13c.

Berberis aquifolium continues to rise in value, the quotation at the close standing at 16c to 18c.

Colchicum bulb is easier, recent sales showing a decline to 11c to 13c.

Dandelion, German, is fractionally lower, sales since our last being made at 8c to 8½c.

Golden seal is in demand and steady at \$1.40 to \$1.50, as to holder.

Gentian is unchanged at 4c to 4½c, though only small lots are inquired for.

Ipecac is without change and quiet at \$1.20 to \$1.25 for Rio, and \$1.15 to \$1.20 for Cartagena.

Jalap remains quiet, but values are unchanged at 11½c to 13c.

Sarsaparilla is in limited demand and freer offerings have reduced the limit to 9½c, though some holders continue to name 10c.

Senega is well maintained at the previous range of 68c to 70c, and a good jobbing business is reported.

Seeds.

Anise has sold actively during the interval, some 5000 lbs. of Russian having changed hands within the quoted range of 5c to 5½c; star is firmer, with 14½c to 15c now generally named. Coriander is in reduced supply and firmer at 7½c to 8c for bleached and 7½c to 7¾c for unbleached. Celery is maintained firmly at the previous range of 7½c to 8c. Colchicum is scarce and higher abroad and local dealers now name 23c to 25c. Other varieties of druggists' seeds are without new or interesting features, either as regards price or demand. Values on most lines are characterized by a considerable firmness.

Fire in Wm. Merrell Chemical Company's Establishment.
(Special to the American Druggist.)

Cincinnati, November 17.—Fire this afternoon damaged the Wm. Merrell Chemical Company's establishment to the extent of \$10,000.

Gates Advises a Friend.

John W. Gates entertained a merry party at dinner at one of the best known of the road houses out beyond Saratoga Lake the other evening after the races. The liquid part of the entertainment furnished was not wholly Apollinaris water, and some of the men were feeling in a rather tangled condition when they left the table and started for home in the gray of the early morning.

One of the lot was a horse-owner with whom Mr. Gates is particularly intimate, and who would insist in trying to wear Gates's hat, which is three or four sizes too large for him. After the hat business was straightened out, Gates sang out to his friend:

"I say, John, you will see two carriages out there at the door. Take the first one. The other isn't there. Good night and good luck."—*New York Commercial.*

Hints to Buyers.

The advertising of C. I. Hood Company, of Lowell, Mass., should be carefully followed by the readers of the *AMERICAN DRUGGIST*, as it constantly embodies special offers which have proved valuable to the trade.

One of the neatest and best of the little sundries that all druggists should carry in stock is the "Apt" Nail Clipper, made by L. A. Boettinger, 48 Leonard street, New York, manufacturer of tweezers, manicure files, corkscrews, baby pacifiers, etc.

Everything in the line of drug labels and boxes can be supplied by the E. B. Read & Son Company, Baltimore. The same firm also makes a splendid cabinet for filing prescriptions. Write for information.

The Abbott Alkaloidal Company offers a line which insures big profits for the druggist. Write the company's Chicago office for descriptive matter and circulars concerning its Saline Laxative, which is one of the biggest sellers on the market.

Any firm wishing to advertise its wares throughout Australia would do well to confer with the Australasian Advertising Company, Wm. Kemp, manager and secretary, Melbourne, Victoria, Australia.

The gin put up by Clarke Bros. & Co., distillers, of Peoria, Ill., can be relied upon as one of the very best gins for family and medicinal use. It is bottled at the distillery; price, \$8.50 per case.

Antikamnia is one of the most effective and satisfactory febrifuges on the market, and is also very efficacious as an obtundent. Write the Antikamnia Chemical Company, St. Louis, Mo., for a supply of literature concerning the therapeutic uses of Antikamnia and its compounds.

The London, Eastern & American Trading Company is prepared to become agent of any drug or chemical house that wishes to get a share of British India trade, a country rich in

possibilities for the introduction of American goods of all kinds. The firm's New York office is in the Bowling Green Building.

The Wood Products Company, of Buffalo, N. Y., lays special stress upon the fact that its Columbian Spirit is designed for external use exclusively. For such purposes Columbian Spirit is in every respect the equal of grain alcohol, while, of course, considerably cheaper.

Pharmaceutical and chemical houses desiring to push or create trade in the Straits Settlement should communicate with H. J. M. Ellis & Co., manufacturers' agents, Singapore. The latter place is the greatest distributing center in the Orient. New York office, 105 Hudson street.

The "Silent Salesman" showcases, made by John Phillips & Co., Detroit, Mich., are most attractive and up to date. They are perfectly illuminated and display goods to the best possible advantage. Send for catalogue whether you intend to buy a case or not.

Look over your supply of antitoxin and vaccine, exchange all that is over date and complete the assortment. Send for Mulford's new literature for distribution. Don't neglect your antitoxin stock. This is the season when you will have most calls for it.

Schiffellin & Co., importers, exporters and jobbers of drugs and chemicals, New York, can supply everything in the line of standard chemical and pharmaceutical preparations, pure drugs and druggists' sundries. Revised list will be mailed on application.

Before buying showcases it would be advisable to get catalogue and prices from the Grand Rapids Show Case Company, Grand Rapids, Mich. Its cases are constructed on scientific principles, and it guarantees absolute satisfaction in construction, durability and finish. The company's prices are right, too.

It may seem a little queer to ask a druggist if he is getting the dog trade in his locality; but there is money in that trade if the druggist handles the dog remedies put up by the Dent Medicine Company, of Chicago. The firm supplies druggists with display cases, signs, posters, pedigree blanks, booklets on dogs, etc.

N. Lopard & Co., 705 Broadway, New York, offer direct advertising for druggists free. If you will send the company the names of 50 of your best women customers the firm will mail to each one a special letter requesting her to call at your store for a free sample jar of Queen Louise Massage Cream. The firm will furnish you these free of charge with an order for 1 dozen large size, retailing at \$1, and 1 dozen small size, retailing at 50 cents. Order through your jobber or direct.

New, different and lasting are Vantine's Oriental Perfumes. They appeal immediately to the customer. There are new names and new odors which are bound to take. The company makes extracts, toilet waters, sachets, incense, cold cream and novelties. It would be to any retailer's advantage to send for the firm's Christmas sample line, containing a complete assortment and a liberal supply of souvenirs. The firm's address is 877-879 Broadway, New York.

In sandalwood oil it is especially important to secure a preparation that can be relied upon. Stafford, Allen & Sons, Limited, London, who were among the first to take up the distillation of the oil in England, have made a high reputation for the article. Their oil is distilled from selected East India wood under the best possible conditions, and is one of the finest oils procurable, both for perfumery and therapeutic purposes. It is put up on 1-pound and 4-ounce bottles, or in bulk.

Newbro's Herpicide is an antiseptic and germ destroying hair dressing which imparts a dainty and refreshing odor to the hair, cures itching of the scalp, dandruff and falling hair. The Herpicide Company, of Detroit, is completing its list of advertised agents, and where the firm has no such agent an application from the proper druggist will be considered. Here's a chance for some druggists to get exclusive advertising and good trade.

AMERICAN DRUGGIST

and PHARMACEUTICAL RECORD

PHILADELPHIA.

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TABLE OF CONTENTS.

EDITORIAL COMMENT.....	369
EDITORIAL:	
The Legislative Outlook at Washington.....	370
ORIGINAL COMMUNICATIONS:	
Notes on the Pharmacology of Cascara Sagrada and Bitterless Preparations of Cascara, by Burt F. Nelson.....	371, 372, 373
Department Accounts, by Henry P. Hynson.....	373, 374
French Pharmacy Schools, by Our Paris Correspondent.....	376
ABSTRACTS AND SELECTIONS:	
Quacks Who Live in Pharmacy.....	374
CREAM OF CURRENT LITERATURE:	
The Examination of Gonorrhea, Perfect Emulsions of Mercury, The Separation and Estimation of Cantharidin, Potassium Bromide as an Indicator in the Application of Fehling's Test Solution, A New Adulterant of Ipecac, Quillaic Acid.....	375
LONDON LETTER.....	378
QUERIES AND ANSWERS:	
"Skookum Chuck," Pulverisation Menthols, Ammonia Strengths, The Preservation of Decoct. Sarsap. Comp., A General Eye Lotion, Matzoon Milk.....	379
BUSINESS BUILDING:	
December Advertising, A Series of Ads for a Suburban Weekly, Circulars and Folders for Advertising Holiday Goods.....	380
NEWS OF THE DRUG WORLD.....	382-393
REVIEW OF THE DRUG AND CHEMICAL MARKET.....	395, 396

EDITORIAL COMMENT

Druggists everywhere throughout the country—all, at least, who believe in the maintenance of prices—are interested in the efforts now being made by the executive staff of the N. A. R. D. to bring New York into line with the rest of the country as an ally of the National Association. The extensive reports of the meetings held here recently, which we print in this issue, are convincing of the fact that a most

auspicious start has been made. Mr. Duble's eloquence, together with the strong array of facts which he was able to present in support of his statements, have lifted most of the apathy which has heretofore blocked progress in this city, and in a few weeks at most we may expect to see the N. A. R. D. firmly intrenched in New York.

MORE CAUTION NEEDED.

Inquiries are received at this office from time to time regarding the financial standing of various designated persons or firms who have attempted to obtain goods on credit, usually from out of town firms. Manufacturers have been victimized by shrewd operators like Crosher and Fraser in spite of all the warnings that have been printed in the drug journals, and we suppose they will continue to be victimized until more businesslike methods are adopted for the investigation of credits. A recent instance is described in the news columns of this issue.

A MUCH TO BE DESIRED REFORM.

The support of the Committee on Legislation of the New York State Pharmaceutical Association has been pledged to the N. A. R. D. in the efforts of that organization to secure a reduction of the internal revenue tax on the sale of alcohol and spirituous liquors by druggists, and it is expected that something will be actually accomplished at the next session of Congress, especially since Secretary of the Treasury Shaw has expressed himself as favorably disposed to new legislation which would reduce the tax to \$5 and permit of the sale of alcohol only. Mr. Shaw probably realizes that the sales of alcohol in many pharmacies throughout the country are too few to justify the owners in taking out licenses, and that the temptations to evade the law are numerous, while if the tax were reduced more licenses would be taken out and the revenue of the Government would be actually increased. It is to be hoped that the agitation in support of the proposed reform will not be allowed to subside before something definite has been accomplished.

BETTER LATE THAN NEVER.

The Penal Code of the State of New York contains a section pertaining to the sale of poisons which conflicts with similar sections of the pharmacy law. In all the tinkering to which the pharmacy law has been subjected during the past ten or twelve years, no attempt was ever made to reconcile these differences. The consequence has been that pharmacists, in obeying the regulations of the law under which they are licensed to practice their profession, have in many instances unwittingly violated the law laid down in the Penal Code. Magistrates are guided almost entirely by the Penal Code, and it is only when a special prosecution is brought under the pharmacy law that that law is recognized. Attention has been called repeatedly in these pages to this anomalous condition, but the well-known disinclination of legislators to look with favor upon any proposed amendments to the Penal Code has perhaps discouraged effort in this direction. It is reassuring to note that a strong effort will be made at the next session of the State Legislature to reconcile the conflicting statutes. The subject is treated very fully in our report of the conference held by representatives of the various associations throughout the State at Albany last week. Other matters of vital importance to the trade of this and other States were discussed at this conference, and we commend a careful perusal of the article to our readers.

The Legislative Outlook at Washington.

During the last session of Congress fifteen thousand five hundred and seventy-six bills were presented in the House of Representatives and five thousand six hundred and eighty-seven in the Senate. This included many measures which affected the drug trade either directly or indirectly, though none of these became a law. With such a large mass of legislation coming before it it is not at all surprising that it should be difficult to secure the action of Congress on any measure to which there is any active opposition whatever.

At the current session of Congress, which opened on December 1, many of the measures affecting the drug trade either directly or indirectly, which were presented at the last session of Congress, will undoubtedly be revived, and it may be of interest to direct attention to the more important of these bills.

The measure which attracted the greatest attention during the last session was the **PURE FOOD LEGISLATION.** Hepburn bill, or its substitute, the McCumber measure, providing for a pure food and drug law. In the first of these the term drug was defined as including "all medicines and preparation recognized in the United States Pharmacopœia for internal or external use." In the McCumber bill this was supplemented by the following clause: "also any substances to be used for the cure, mitigation or prevention of disease." This additional clause makes the definition so sweeping in its character as to promise serious trouble even for the manufacturers that instigated its introduction. The Pure Food bill as presented in the Hepburn measure will meet with the approval of the majority of the retail trade, and it is not improbable that it will be favorably acted upon. One other variation introduced in the McCumber measure, which practically vitiates the intent of the bill in so far as it applies to drugs, is to the effect "that no drug shall be deemed to be adulterated under this provision if the standard of strength, quality or purity be plainly stated on the bottle, box or other container thereof, although such standard may differ from that determined by the test laid down in the United States Pharmacopœia." This provision would practically leave the law without any standards whatever, and should be opposed vigorously.

The effort to secure a change in the patent law will undoubtedly be revived, and there **TO AMEND PATENT LAWS.** seems to be some possibility of this effort being successful. The Mann bill, which received the support of the drug trade last year, provided that no patent should be granted to a citizen of any foreign country which does not grant a corresponding patent to a citizen of the United States; that no patent shall be granted upon any drug, medicine or medicinal preparation except in so far as it relates to a definite process of manufacture, and that when such a process patent has been granted it must be put into operation by the manufacturer of the article in question in the United States within two years of the issuance of the patent. The first of these provisions, being in contravention of the spirit of the international agreement for the protection of industrial property, will probably not be presented at all at the forthcoming session, though a modified bill embracing the other two features will be presented and will undoubtedly receive the active and earnest support of the entire retail trade. The fact that the President approves of the provision limiting the rights of foreigners in this country to those accorded citizens in foreign countries gives hope that an amendment to the articles of the convention of the international agreement may be effected em-

bracing this clause. In fact, the United States offered such an amendment in 1897, but it was not agreed to. However, the enactment of the two other clauses of the Mann bill would cover practically the same difficulty which this particular clause is intended to meet, and in its amended form the bill should be vigorously pushed.

While the interest of the retail drug trade has **MAIL ORDER MENACE.** not been directed particularly toward the bill providing for the establishment of a so-called Parcel Post, that measure if enacted would have a most disastrous effect upon the retail trade all over the United States. The immediate result of its enactment would be to build up an enormous mail order business at the expense of the small retailers in every line. We took occasion in our last issue to direct attention to the invasion of the drug field by the mail order houses under even the present relatively high rate of postage on merchandise. If one mail order house can build up a business amounting to \$15,000,000 annually, under the present adverse conditions, one can readily foresee what the result would be if the rate of postage on merchandise was reduced to one-fourth its present rate. Every retailer in the United States, whether in the drug or any other line, will find it to his interest to oppose this measure in the most vigorous manner possible, for it will require the most vigorous opposition to defeat it, as its passage is being advocated by a well organized and active organization, which appears to be provided with ample funds to carry on its agitation. If the measure should be enacted, the retail druggists in the country sections would lose a very large portion of their proprietary business, and the good effect of the local price restrictions would be absolutely nullified. No effort should be spared to kill this measure in committee.

The bill calling for a reduction in the tax on alcohol will no doubt again make its appearance, and if it does it deserves the support of the drug trade in general. There is some difference of opinion on this head in the drug trade, but the decided majority favor a reduction of 50 per cent. in the tax so as to restore the tax to about the same rate which it stood prior to the war with Spain. The increase in the internal revenue tax on alcohol which went into effect then was not followed by a corresponding increase in the retail price of alcoholic preparations, though the jobbing price of such preparations was, as a rule, proportionately advanced. This means that the retail druggist and not the public paid the tax. A reduction in the tax rate would not necessarily be followed by a reduction in the retail price of alcoholic preparations, as the amount of the reduction would hardly be sufficient to warrant any material change in retail prices, but would be sufficient in the aggregate to effect a material saving to the retail druggist. The bills providing for the introduction of denatured alcohol and for a rebate on domestic alcohol used in the manufacture of articles for export should also receive the support of the retail trade, though their interests are not so materially involved in these as in the measure calling for a reduction in the tax.

The present trade-mark law will, no doubt, receive attention at the approaching session of Congress. It has been proposed that the present law be amended and strengthened by making it illegal to remove, destroy or efface any mark or numbers on a bottle wrapper, package or container of a trade-marked article until used by the consumer. The object of this provision is to put a stop to the removal of serial numbers, as provided for in the serial numbering plan. This measure has the special sanction of the National Association of Retail Druggists and of proprietary interests as well, and there is a strong possibility of its enactment.

NOTES ON THE PHARMACOLOGY OF CASCARA SAGRADA AND BITTERLESS PREPARATIONS OF CASCARA.¹

BY BURT E. NELSON,

Laboratory of the Binghamton State Hospital, Binghamton, N. Y.

In again presenting this time-honored subject for consideration, I will offer as my excuse the varying degrees of regard in which members of the medical profession hold bitterless preparations of cascara, and an admitted inability on my part to produce one which to my mind ever fully equaled the official fluid extract in therapeutic value.

The bitterless fluid extracts as found on the market do undoubtedly vary greatly in their activity, and it was largely for the purpose of comparing the products of some of the different methods of manufacture that the following studies were undertaken.

All were made on the same lot of drug, which was purchased in the powdered condition, and was proved to be of good therapeutic value. The most important American contribution to the chemistry of cascara sagrada is the work of Drs. Dohme and Englehardt, published in the forty-sixth volume of the Proceedings of the American Pharmaceutical Association.

In this they show that the active principle of cascara is a glucoside, precipitated by basic lead acetate, soluble in alcohol, acetone, alkalies and hot water, melting at 237 degrees C., laxative and non-bitter, and related to the anthraquinones.

Certain anthraquinone derivatives had previously been shown by Tschirch to be the active principles of all that class of laxative drugs—*e. g.*, buckthorn, rhubarb, senna, aloes, etc.—to which cascara belongs, and the glucoside isolated by Dohme and Englehardt yielded by hydrolysis with acids emodine (trioxymethylantraquinone) and a reducing sugar.

The results of their work have, to the best of my knowledge, been generally accepted, and in the studies detailed below little or no attempt has been made to isolate and study in a pure condition any of the proximate constituents of the drug, but rather to separate a convenient quantity of it into a number of fractions, and then to compare the therapeutic effect of these upon a number of individuals in order to learn whether the activity of the drug was actually limited to any one fraction solely or whether it might not be shared by a number, and likewise with regard to the bitter principle.

The general plan followed was a modification of a scheme of analysis presented by the writer to the New York State Pharmaceutical Association at the 1902 meeting.

In all the extractions, evaporations, etc., a low degree of heat was maintained by the use of a partial vacuum when necessary, and the action of acids and alkalies was limited as much as possible. The particular lot of drug contained 6.1 per cent. of moisture and 6.57 per cent. of ash.

(1) One kg. of the drug was extracted successively in a percolator with warm absolute (98.9 per cent.) alcohol; 75 per cent. alcohol; and official dilute alcohol, allowing one to displace the other, and using a liter of absolute, 2 liters of 75 per cent., and enough dilute alcohol to completely exhaust the drug. The alcohol was then distilled off and recovered under diminished pressure, the resulting extract (30.3 per cent. calculated as dry) taken up in 5 liters of hot 20 per cent. alcohol, 500 Gm. of coarsely powdered pumice added, the whole well shaken, filtered, and the residue on the filter well washed with hot water and dried.

(2) The filtrate and washings from (1) were next treated with a slight excess of 25 per cent. solution of lead acetate, allowed to stand six hours, filtered, slightly washed, and the precipitate again shaken with a fresh lot of water containing a little lead acetate, after which it was again collected on the filters and well washed.

(3) The filtrate and washings from (2) were next treated with a slight excess of basic lead acetate and enough litharge added to convert any remaining normal lead acetate into a

basic salt. After occasional stirring during 12 hours, this precipitate was also collected on filters and washed.

(4) A portion of the filtrate from the lead precipitates was freed from lead by means of hydrogen sulphide, the excess of the latter removed by means of an air current, and the filtrate treated with a solution of potassio-bismuth iodide (Thresh's reagent). The slight precipitate from this was decomposed with weak caustic soda solution, and transferred to a separator for future extraction. The filtrate was also treated with caustic soda to decompose the excess of reagent, neutralized with acetic acid, and added to the main filtrate.

(5) The excess of lead in the filtrate was removed by treatment with hydrogen sulphide, and the filtrate evaporated at a low heat, with the addition of about one quart of coarse sand, and the resulting extract stirred up with the sand until dry.

(6) The lead acetate precipitate was transferred to a mortar and dissolved in a 10 per cent. solution of sodium carbonate, carefully added in small portions, the solution filtered from the resulting lead carbonate, the latter washed, the filtrate and washings neutralized with acetic acid, and evaporated with sand as in (5).

(7) The basic lead acetate precipitate was dissolved in the mortar in sufficient acetic acid, 25 per cent. alcohol added, the lead precipitated by hydrogen sulphide, the liquid filtered, the precipitate washed first with 25 per cent. alcohol and then with water, neutralized, and the resulting liquids evaporated with sand as in (5).

We have now separated our total drug extract into a portion insoluble in 20 per cent. alcohol and hot water (the so-called resinoids), one precipitated by normal lead acetate (tannins, plant acids, glucosides, colors, etc.), one precipitated by basic lead acetate and litharge (glucosides, extractives, colors, etc.), one precipitated by potassio-bismuth iodide (alkaloids, if any?) and the residue from the final evaporation.

The dried residues distributed over the sand particles were rubbed in a mortar until of uniform fineness and packed in the special extraction apparatus shown in the sketch for treatment with various solvents.

This apparatus has proved very efficient, as when necessary, it allows of continued application of the solvent under diminished pressure, and consequently at a lower boiling temperature, and by careful management nearly all of the solvent may be regained and recovered by distillation for future use. To guard against loss it must be supplied with a capacious condenser, when the application of even very slight suction at the top will effectually prevent leaks from any untight joints, should such exist.

(8) The resinoid residue insoluble in 20 per cent. alcohol and hot water was extracted in succession with petroleum ether (B. P. 40-60 C.), stronger ether, coal-tar benzene, chloroform and absolute alcohol, the various solvents distilled off under diminished pressure, and the residues in the flasks numbered successively from 1 to 5.

(9) The dried residue on the sand from the lead acetate precipitate was similarly extracted with chloroform, ether, acetic ether, 75 per cent. alcohol, and (by direct percolation) water, and the residues remaining after distilling off the solvents numbered from 6 to 10.

(10) The residue from the basic lead acetate precipitate was extracted with coal-tar benzene, chloroform, ether 75 per cent.—alcohol 25 per cent., 75 per cent. alcohol, and (by direct percolation) hot water, and the residues remaining after distilling off the solvent numbered from 11 to 15.

(11) The solution from the very slight residue precipitated by potassio-bismuth iodide was shaken out in the separator with coal-tar benzene from acid solution, and after making slightly alkaline with ammonia, with petroleum benzine, chloroform and chloroform 75 per cent.—alcohol 25 per cent., and the successive separates evaporated and numbered from 16 to 20. (In a subsequent examination no alkaloids were found in this precipitate.)

(12) The residue from the final filtrate was extracted with chloroform, ether 75 per cent.—alcohol 25 per cent., 75 per cent. alcohol, and water, and the residues numbered from 21 to 24.

¹ Read at the fifty-second annual meeting of the American Pharmaceutical Association, held at Kansas City, Mo., September, 1904.

(13) One thousand Gm. of the original drug powder were distilled with steam, the distillate shaken out with light petroleum ether (B. P. 30-40 C.), and the latter evaporated in a desiccator in a current of dried air. There remained 2 Gm. of a greenish-yellow oil having characteristic odor of the drug, No. 25.

Each of the residues from the foregoing partial analysis was taken up in 1 liter of alcohol or 50 per cent. alcohol, as seemed most suitable, thus making in reality a fluid extract of each of the 25 fractions. Where solution was imperfect, as was frequently the case, the mixture was stirred up well each time it was used.

Each of these preparations was next administered regularly to a number (8) of nurses who habitually used the drug, in 5 Cc. doses each night, and the effects produced compared as closely as was possible with the effects produced by a similar dose of the U. S. P. fluid extract prepared from the same lot of drug. Where a fraction was found to be inactive in this dose, it was finally tried in larger amounts (25-30 Cc.) to insure certainty. In this way it was determined that fraction No. 6 was very bitter, and Nos. 4, 5 and 7 slightly so, probably from imperfect separation.

Similarly it was found that fraction No. 14 was very active, while Nos. 12, 13, and 8 and 9 were slightly so, the two latter in the somewhat larger doses, however; an effect which might have been enhanced by removing the tannins. Neither of the other fractions could be classed as either active or bitter, although a number had a disagreeable taste. The results obtained with the different persons on whom the preparations were tried were in nearly every case entirely in harmony, and in the two or three exceptions reasonable excuses seemed to have been found for the discrepancies. Attempts to crystallize and study the glucosides from the active fractions were but partially successful, and may be attempted at another time.

These results practically agree with those attained by Drs. Dohme and Engelhardt, arrived at by some different methods, aside from the slight laxative properties of some of the lead acetate precipitate fractions.

Attempts were next made to compare pharmaceutical preparations from which the bitter principle had been wholly or partly removed with the standard U. S. P. preparation.

A. One thousand Gm. of drug with 350 Gm. of calcined magnesia were moistened and extracted with 25 per cent. alcohol, and concentrated to 1000 Cc.

B. One thousand Gm. of drug with 350 Gm. of magnesia were extracted with hot water, and concentrated to 1000 Cc.

C. One thousand Gm. of drug with 350 Gm. of lime were moistened in the usual way, extracted with 25 per cent. alcohol, and concentrated to 1000 Cc.

D. One thousand Gm. of drug with 350 Gm. of lime were similarly extracted with hot water.

E. One thousand Gm. of drug were moistened with 2 per cent. caustic soda solution, allowed to swell during 24 hours, packed lightly in a percolator and extracted, first, with 2000 Cc. of warm 1 per cent. caustic soda solution, and finally with hot water, and concentrated to 1000 Cc., after which the caustic soda was converted into bicarbonate by means of carbonic acid gas.

F. One thousand Gm. of drug were extracted by dilute alcohol as in the official process, treated with 50 Gm. of caustic soda, and evaporated on a hot water bath to about 500 Cc.

Enough dilute alcohol was then added to bring the measure up to 1 liter, and the caustic soda converted into bicarbonate by means of carbonic acid gas.

These preparations were tried on the same eight individuals as were the previous fractions, and were checked at intervals by occasional doses of the original official fluid extract.

Samples A and B were each practically bitterless, but neither was quite as active as the standard sample, B being the least active.

Samples C and D were each practically bitterless, but were also but slightly active, especially after being kept for some time.

Sample E was quite bitter, and had apparently lost part of its activity.

Sample F was also quite bitter, but fairly active.

As it is as yet practically impossible to obtain measurable results, by means of any pharmacological instruments, of the quantitative action of these laxative drugs, I have had to content myself with the methods here employed. The results, however, have agreed among themselves sufficiently well to satisfy myself and the associates who took part in the tests that bitterless preparations of cascara prepared by either of the above methods do not represent fully the laxative qualities of the original drug. The loss of activity, however, may be so slight in the better preparations as to fully warrant their use on account of their much pleasanter taste.

That the processes followed may be more readily seen, the following tabular synopsis is appended:

SYNOPSIS.

One hundred per cent. preparations of fractions of the drugs—i. e., each fraction made up to a volume equal to the bulk of a fluid extract of the original drug powder.

One thousand Gm. of drug extracted in succession with absolute alcohol, 75 per cent. alcohol, and official dilute alcohol, the alcohol distilled off under diminished pressure, the resulting extract taken up with hot 20 per cent. alcohol, and the residue washed with hot water.

A. Residue Insoluble in Twenty Per Cent. Alcohol and Hot Water.

(Resinoids—fats, waxes, resins, etc.)

Extracted with	Bitterness.	Activity.
1. Petroleum ether.....	absent	absent
2. Stronger ether.....	absent	absent
3. Benzene	absent	absent
4. Chloroform	slight	absent
5. Absolute alcohol	slight	absent

B. Lead Acetate Precipitate.

(Tannins, colors, other glucosides, plant acids, etc.)

Extracted with	Bitterness.	Activity.
6. Chloroform	strong	absent
7. Stronger ether	slight	absent
8. Acetic ether	absent	slight
9. 75 per cent. alcohol.....	absent	slight
10. Alkaline water	absent	absent

C. Basic Lead Acetate Precipitate.

(Glucosides, extractives, colors, etc.)

Extracted with	Bitterness.	Activity.
11. Benzene	absent	absent
12. Chloroform	absent	slight
13. Ether 75 per cent.—alcohol 25 per cent.....	absent	slight
14. 75 per cent. alcohol.....	absent	strong
15. Water	absent	absent

D. Potassio-Bismuth Iodide Precipitate.

(Very slight, afterward found to contain no alkaloids.)

Extracted with	Bitterness.	Activity.
16. Benzene (acid solution).....	absent	absent
17. Petroleum benzine (alkaline solution).....	absent	absent
18. Benzene (alkaline solution).....	absent	absent
19. Chloroform (alkaline solution).....	absent	absent
20. Chloroform 75 p. c.—alcohol 25 p. c.	absent	absent

E. Final Residue from Final Filtrate.

(Extractives, glucosides, sugars, few colors, etc.)

Extracted with	Bitterness.	Activity.
21. Chloroform	absent	absent
22. Ether 75 p. c.—alcohol 25 p. c.	absent	absent
23. 75 per cent. alcohol.....	absent	absent
24. Water	absent	absent

F. Volatile with Steam from Original Drug.

(Volatile oils.)

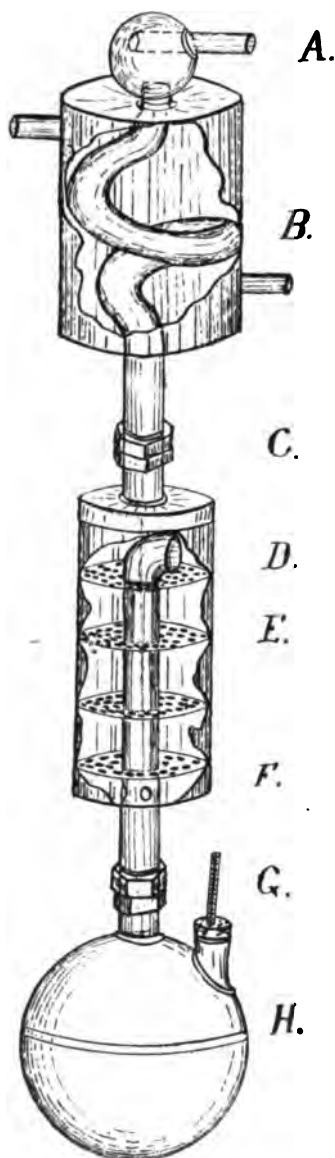
Extracted with	Bitterness.	Activity.
25. Light petroleum ether.....	absent	absent

One Hundred Per Cent. Preparations from Entire Drug, i. e., Fluid Extracts.

Drug.	Addition.	Menstruum.	Bitterness.	Activity.
O. 1000 g.	—	50 p. c. alcohol..	strong	strong
A. 1000 g.	350 Gm. MgO	25 p. c. alcohol..	absent	lessened
B. 1000 g.	350 Gm. MgO	hot water	absent	lessened
C. 1000 g.	350 Gm. CaO	25 p. c. alcohol..	absent	diminished
D. 1000 g.	350 Gm. CaO	hot water.....	absent	diminished
E. 1000 g.	—	2 p. c. NaOH....	present	diminished
F. 1000 g.	5 p. c. NaOH	50 p. c. alcohol..	present	lessened

DESCRIPTION OF DRAWING.

- A. Trap opening at top of condenser for connection with air pump.
 B. Condenser, which to economize space is here drawn to a scale smaller than its actual relative size.
 C. Coupling.
 D. Removable ell at top of central pipe.
 E. Series of perforated loose diaphragms, the lowest one of which rests on shoulders, and when covered by filter paper supports the lightly packed powder to be extracted, the others being simply introduced at intervals during the packing to evenly distribute the menstruum.
 F. The two openings in central pipe, below the powder, through which the percolate runs back into the still body.



Nelson's Extraction Apparatus.

- G. Coupling.
 H. Still, which rests in water bath while in use.
 The apparatus is constructed of copper and brass throughout.

The vapors from the boiling menstruum in the still ascend through the central pipe and are directed against the side of the extractor above, being prevented from issuing at the lower openings by the resistance of the moist powder. After being condensed above, the liquid flows back upon the ell and is evenly distributed by the perforated disks during its descent through the powder. Finally, the percolate returns to the still through the openings in the lower portion of the central pipe.

The same principle is applicable to many larger operations.

DEPARTMENT ACCOUNTS.¹

By HENRY P. HYNSON,
 Baltimore, Md.

You may say: "When my bank account balance constantly grows in spite of the drafts upon it to meet the needs of business and expense of living I am sure I am making money." This is quite true, and matters financial are not in a very healthy condition with you unless this can be said. Yet such a realization, delightful as it is, gives nothing like a correct view of your business, nor does it tell you how you are making your money or just where you might save quite a good deal. But suppose your balance in bank is *not* gaining and you are continually compelled to add loans to enable it to meet the demands upon it, how are you going to ascertain why this less agreeable condition prevails? That you have marked your wares to sell at 25, 50 or even 100 per cent. in advance of cost will not, of course, explain the matter.

Nothing should be more interesting, nothing can be more helpful to a business man than a clean, accurate set of department accounts. It is only through these that he can do justice to the different departments of his business—see which is profitable, which needs reforming, which should be dropped.

Since it is a fact that students of commercial pharmacy find it difficult to properly arrange and keep department accounts, and because so many of them undervalue the importance of these, it occurred to the writer that there may be "children of riper years" who do not pay as much attention to this feature of business as a good many successful men think it deserves. No matter how much capital may be invested in an enterprise, the most precious item used in its management is the time and talents of the individuals employed in its affairs, even though these be paid for at so much per week or month. The time and talents which receive only contingent compensation, however, are those that demand the most careful directing. Certainly these should not be misdirected or deceived, for, if either be so, then it will surely follow that the capital will be misdirected or squandered. The importance of carefully and intelligently using these more precious investments cannot be overestimated and justify the making of the system of accounts suggested, and which, if understood in principle, may be easily managed.

The primary accounts for such a system may be the usual ones—namely:

STOCK OR CAPITAL,
 CASH,
 FIXTURES,
 MERCHANDISE,
 EXPENSE,
 LOSS AND GAIN and, probably,
 PERSONAL,
 BILLS RECEIVABLE and
 BILLS PAYABLE.

Some of the possibly desirable divisions of these would be:
 Cash: PETTY CASH, BANK.

Fixtures: Special accounts—viz.: SODA FIXTURES, CIGAR FIXTURES, LABORATORY FIXTURES, etc.

Merchandise: SODA WATER, CIGARS AND TOBACCO, FREIGHT, STATIONERY, PAINTS, WALL PAPER, STAMPS, etc.

Expense: REGULAR EXPENSE, INCIDENTAL EXPENSE, SALARIES, ADVERTISING, PRINTING, INSURANCE, POSTAGE, etc.

Loss and Gain: DISCOUNTS, INTEREST, COMMISSION.

Personal: ACCOUNTS WITH THE SEVERAL MEMBERS OF THE FIRM IN CASE OF PARTNERSHIP.

The keeping of these accounts is well understood by the experienced bookkeeper; like all accounts, the mere manner of keeping is entirely optional. A series of columns, as used by some persons; the simple classification of items, in the so-called single entry form, as practiced by others, will answer. But the double entry method, which follows the principle that no item can be charged against two accounts at the same time, is the only perfectly satisfactory plan of keeping these or any other accounts. The cash books should have just as many columns as there are impersonal accounts, and an extra one for personal items. The several sums of the impersonal columns may be

¹ Read at the Kansas City Meeting of the American Pharmaceutical Association, September 7, 1904.

posted monthly, the entries in the personal column daily. The division and record of cash may be kept in any convenient way. There is scarcely anything that a cash register will not do these days. They are like pens and pencils in this respect, as they are just like pens and pencils in other respects; they must be guided by the hands of intelligent, careful and honest persons. The simple kinds of registers are easier to manage. A small one for each department, placed near where the particular class of goods it stands for is sold, is the best arrangement. A cashier and checks may be used. The checks may be of different colored papers, printed differently, or the character of the sale may be indicated by pencil. Of course the same style of checks may be used without the cashier. "How to prevent errors" or "How to catch a thief" is not, remember, the caption of this paper.

Nothing original can be claimed for the foregoing, and but little help will be offered by it to those with business training or experience, but in what is to follow it is hoped a few really helpful thoughts may be found.

The proper placing of an item in these department accounts must occasionally offer a difficulty to the accountant, even though he be trained. If, for instance, an invoice is received from a paper house for a set of cutters and a quantity of wrapping paper what should be done with it? Naturally, the cutters would be charged to "Fixture" account. But the paper? Certainly to "Expense" or "Merchandise." It cannot be an expense until it is used, and as its use is dependent upon the amount of merchandise sold, and it adds to the cost of merchandise, it seems only fair that it should be charged to "Merchandise," under a rule that articles the use of which is dependent upon the sale of merchandise or any division of merchandise should be charged to that account or its division. This would apply to all containers, corks, twine, etc.

Stamps offer more intricacies than do the profitable articles. A prudent pharmacist, even though he may not have a subpostal station, will sell stamps. A separate account, surely, should be kept of these, which, no matter how carefully handled, will occasionally at least run short. A certain sum is appropriated to this stock; it must be maintained, and the cash used must be charged to this account. In closing books this balance should be transferred either to "Expense" or "Advertising" account, unless it is preferred to take it directly to "Loss and Gain." If stamps are taken for regular postage the cash required to replace these must be charged to "Postage," or "Expense" if a separate account is not kept; if used for circulars or advertising, and if sold on credit to a customer, they must be charged to "Merchandise."

Judgment must be used in charging perishable articles or those which are constantly being replaced. A bowl for crushed fruit, a hatchet or a dust pan should be charged to "Fixtures" or a division of same, while soda water glasses, nails and brooms should be charged to "Expense" or a division of that account.

It is supposed that every invoice received is inspected by a competent person and the selling prices indicated, when required, for the guidance of the marker. In case it carries mixed items, the department should also be indicated for the benefit of the entry clerk. It is a question whether it is better to indorse the several items of the different departments on back of invoice and so enter them or charge the whole amount to one account and afterward credit it with the amounts charged to the various departments. Certain it is that great care should be exercised in recharging and crediting. It is thought that this is the source of much inaccuracy, generally of the smaller divisions. No doubt general merchandise suffers greatly in many drug stores from the drafts upon it by the smaller account. If extract of vanilla, tincture of ginger, acid phosphates, etc., are used at the fountain, they should be charged to that account and credited to "Merchandise;" if alcohol is used in the cigar lighter, matches with which cigars are to be lighted are given away, or sponges taken to be used in cigar cases, they should be properly recharged and credited.

It must be said that the whole scheme will fail if carefully taken inventories are not regularly at hand. The usefulness and importance of these cannot be overestimated; especially are they necessary in cases of loss by fire for the adjustment of insurance, as has been abundantly shown in connection with the Baltimore disaster. It is suggested that inventories, like policies of insurance, be kept apart from the building and contents to which they apply. Inventories of "Fixtures" and divisions of same are as necessary as those of "Merchandise" and its divisions.

If accuracy is really desired a little thought illuminated by even a spark of the justice demanded for your personal accounts will clearly lead the way to the successful keeping of these very helpful department records.

QUACKS WHO LIVE IN PHARMACY.

The *Bulletin of the Johns Hopkins Hospital* for October contains an article by Dr. Francis R. Packard, of Philadelphia, on "The History of Some Famous Quacks," which has considerable pharmaceutical interest, owing to its references to individuals whose names have been for long associated with popular pharmaceutical preparations. As Dr. Packard observes, there have been quacks whose fame was based upon some nostrum the recipe for which has since been revealed to the world, and in some instances the preparation is still in use, generally with modifications or under a different name.

GODDARD'S INVENTION OF SPT. AMMON. AROM.

Aromatic spirit of ammonia was originally famous as a secret preparation known by the name of "Goddard's Drops." Dr. Jonathan Goddard, the inventor, was a fellow of the Royal Society and Professor of Medicine in Gresham College. Dr. Goddard had a large practice, and was a professional adviser as well as an intimate friend of Oliver Cromwell. He had a laboratory in Gresham College in which he manufactured various medicinal preparations, of which the drops became the most famous. He for some time kept their manufacture a secret, and sold them through apothecaries, but as this was contrary to his oath to the College of Physicians, he was obliged to reveal his secret to them, but only did so upon their promise that the recipe should not be published until after his death. The preparation was at first known as *Spiritus Salis Volatilis Oleosus*, or *Sal Volatile Drops*, and is commonly called for in England to this day under the name *Sal Volatile*.

ST. JOHN LONG AND HIS LINIMENT.

John St. John Long, the inventor of St. John Long's Liniment, deserves, according to Dr. Packard, to be ranked among the most successful quacks of all time. He was the son of a poor Irish peasant, and passed his youth in the village of Doneraile. He was possessed of a natural talent for drawing and painting, and after passing a short time in Dublin in the cultivation of these gifts, he established himself in Limerick. Finding this city somewhat limited as a sphere for his activity, he emigrated to London, where he earned some money by making anatomical drawings and paintings for the professors in the London medical schools. In the course of his work he acquired some medical knowledge and soon announced that he had discovered a wonderful liniment by means of which he was not only able to cure most diseases, but also to discover the existence of latent disease in various organs. If, for example, the substance were applied over the chest of any person, if they were healthy, and if there was no phthisical or other affection of the lungs, the application would be absolutely void of result. If, however, the lungs were in any way diseased, the substance would produce a counter-irritation resulting in the formation of a weeping sore. The acrid substance which flowed from this, Long said, was the essence of the disease. His enemies claimed that he used two distinct fluids to effect this wonderful result, one a bland and innoxious substance, the other a blistering liquid which originally bore the name St. John Long's Liniment. The formula for the liniment is given in the *National Formulary*, page 74.

Cream of Current Literature

A summary of the leading articles in contemporary pharmaceutical periodicals.

The Examination of Gonosan.—Siedler (*Pharmazeutische Centralhalle*, 1904, page 824) suggests the following method of examining the antigonorrhœal agent known as gonosan. The sandalwood oil in gonosan is said to be volatile when distilled with water vapors, while the resins remain in the distillation apparatus. Ten grammes of gonosan are mixed, for example, with 250 Cc. of sodium chloride solution in a retort of 500 Cc. capacity. Steam is led through the mixture for four or five hours, the distillate is saturated with sodium chloride, separated in a separatory funnel and then deprived of adherent particles of oil by means of ether. The antigonorrhœal remedy in question has been counterfeited and this test is especially useful in detecting adulterations and counterfeiting.

Perfect Emulsions of Mercury.—Schereschewsky, of Vienna, has patented a process for emulsifying mercury in a perfect manner. This, according to the *Pharmazeutische Zeitung*, is as follows: Metallic mercury is placed at the negative pole and a piece of iron wire at the positive pole. A current of electricity is then passed through liquid petrolatum until the desired concentration of mercury has been reached. The mercury emits brown clouds, which permeate the petrolatum. In order to secure a uniform and finely-divided emulsion all that is needed is to select the proper strength of current and the proper tension. If the current is of small density the particles of mercury are so finely divided that they are microscopical, while greater densities of current produce larger particles. In this manner mercurial emulsions have been prepared containing from 1 to 50 per cent. of mercury. The emulsions on cooling may be diluted at will by mixing with fresh fats.

The Separation and Estimation of Cantharidin.—According to a Japanese pharmacist, Puroon Sing (*Journal of the Pharmaceutical Society of Japan*, quoted in *Nouveaux Remèdes*, October 21, 1904), the following process is useful in separating and estimating the cantharidin in cantharides: Twenty-five grammes of the powdered cantharides are acidulated with hydrochloric acid and are exhausted in a steam apparatus. The crystals which are thus obtained on slowly crystallizing the oily residue are washed in ether; the ether is evaporated and the fatty residue is saponified. The soap thus obtained is treated with a solution of alum by means of which the cantharidin is dissolved. On evaporating on the water bath the latter substance easily separates.

Another process is as follows: 25 gm. of cantharides are treated with 200 Cc. of nitric acid (5 per cent. by volume), and the solution is evaporated to dryness on the water bath. The crystals of cantharidin which separate may be easily deprived of the oily liquid which adheres to them by means of a little ether and alcohol.

Potassium Bromide as an Indicator in the Application of Fehling's Test Solution.—Pio Bertl (*Bullettin de l'Association des Chimistes de Sucrierie et de Distillerie*, June, 1904) applied potassium bromide as an indicator in testing for the presence of reducing sugars in molasses, a substance which is so darkly colored that the end reaction cannot be conveniently observed in it without further aid. When a few crystals of potassium bromide are placed on a porcelain plate, and when one of these crystals is moistened with distilled water, while another is moistened with a solution of copper sulphate in the proportion of 0.05 part to 1000, and if a drop of sulphuric acid is dropped on each crystal, the one which had been moistened with the copper solution becomes yellow owing to the liberation of iodine, while the latter becomes violet owing to the formation of anhydrous copper bromide.

In order to test the end reaction with Fehling's solution

by means of potassium bromide, he moistened one crystal of this salt with the copper solution at the beginning of the test, and on adding sulphuric acid obtained a purple or violet color. As the reaction progressed and as the copper was reduced, the author continued to test other crystals of potassium bromide in the same manner until the last did not become discolored. This indicated the end reaction.

A New Adulterant of Ipecac.—Mannich and Brandt (*Berichte der Pharmazeutische Gesellschaft*, 1904, xiv, page 297) confirm the observations of Peckolt, of Rio Janeiro, who first called attention to the adulteration of ipecac with the root of *Heteropteris pauciflora* Juss., which is a plant belonging to the natural order Malpighiaceæ. This root, which is about 0.004 in. in diameter, presents outward features which resemble greatly those of true ipecac, but the two roots are easily distinguished on microscopical examination. The root of *Heteropteris* does not contain any starch; it does not contain any crystalline needles of calcium oxalate; it contains cells which inclose a coloring matter which instantly turns black on the addition of ferric chloride. Finally, its wood contains true vessels and has a parenchyma which is relatively well developed, thus distinguishing it from ipecacuanha.

On chemical examination no alkaloids were found to exist in *Heteropteris*, and the drug in no sense can be considered as a substitute for ipecac, which commercially has at least three times the value of this adulterant. *Heteropteris* contains a small amount of crystalline substance, which is neither an alkaloid nor a glucoside. In place of starch, which is entirely absent, this plant contains a carbohydrate which is soluble in water and may be obtained from the root after it has been extracted with alcohol. This carbohydrate closely resembles those already known as furnishing lævulose, as, for example, inuline, irisine, etc. The authors call it by a new name, heteropterine, and give its formula as $C_{12}H_{22}O_{11} + \frac{1}{2} H_2O$.

Quillaic Acid.—The nature of quillaic acid has been thoroughly studied recently by Hoffmann (*Ber. d. deutsch. Chem. Ges.*, quoted in *Nouveaux Remèdes*, 1904, page 457). The saponins are, as we know, among the most widely distributed glucosides in the vegetable kingdom. Up to the present time over 267 species of plants have been found to contain substances more or less closely allied to this group. One of the saponins is quillaic acid. The bark of quillaia contains, as Kobert has shown, two distinct saponins—namely, quillaic acid and quillaia-sapotoxin. Kobert succeeded in separating these with ease, by the use of a saturated solution of ammonium sulphate, which only precipitates the acid glucoside. Either the commercial product, known as purified saponin, or else the bark of quillaia, may be employed for the manufacture of quillaic acid. The saponin is dissolved in an excess of 18 per cent. alcohol. It is then precipitated with lead acetate, and the precipitate is again dissolved in alcohol. The lead is eliminated by precipitating it with sulphureted hydrogen and the product is filtered and evaporated. The pure saponin is then obtained after repeated solutions in alcohol and precipitations with ether. The pure product is of a slightly brownish color; amorphous, very hygroscopic, and has a feebly acid reaction. It foams a great deal in watery solution, and has an acrid taste. It is precipitated from its aqueous solutions by lead acetate and barium hydrate. It is easily soluble in alcohol, as well as in water and in alkalies. Ether precipitates quillaic acid from its alcoholic solutions. It is highly toxic, as may be determined by injecting very small doses into cats or dogs. Like all glucosides, quillaic acid may be decomposed into sapogenin and a sugar by any dilute acid. It contains about 32 per cent. of sapogenin. The sugar which is separated from it is not dextrose, but galactose.

(Written for the American Druggist.)
FRENCH PHARMACY SCHOOLS.

BY OUR PARIS CORRESPONDENT.

The conditions under which pharmacy is practised nowadays in France and in the United States are so entirely different that it needs an historical reminder like the Louisiana Purchase Exposition, or a visit to some French center like New Orleans or Quebec, to enable one to realize how vast a portion of North America once looked to Paris for law and customs in pharmaceutical and other matters.

And these laws and customs, be it remarked, have changed but little in France since the days when the tricolor waved on the banks of the Mississippi—one might almost say since the fleur-de-lis floated on the shores of the St. Lawrence. For while the pharmacy acts of Great Britain and the United States all bear comparatively modern dates, the "Law of Germinal," which Napoleon signed a year earlier than the Louisiana treaty, still holds good throughout France.

One might expect, under these circumstances, to find France far behind her Anglo-Saxon friends and neighbors so far as pharmaceutical education and legislation are concerned. But it is an open question whether the exact contrary is not the case, and whether, if the French laws and curriculum were applied over the Channel and across the Atlantic, the social status and material prosperity of the English chemist and the American druggist would not be considerably improved. In any case, the French system has many good points well worthy of notice. To what degree it would be possible to transplant these to American soil is a question which can best be answered by our readers themselves, but the recent linking of the New York College of Pharmacy with Columbia, and the still more recent Prerequisite Clause Regulation, would seem to prove that some French ideas have already crossed the Atlantic.

The essential differences between Continental European pharmacy and the Anglo-American system lie in two dominant facts: (1) That the professions of medicine and pharmacy are kept entirely distinct in Europe—i. e., the prescriber may not dispense; (2) that a long, systematic educational course necessarily precedes the qualifying examination. These rules practically hold good over the whole of Continental Europe, the two or three States which partially or entirely follow the British-American principle being of but minor importance.

In several large countries—notably Germany, Russia and Scandinavia—the number of pharmacies is limited by law, the practical result being to confine proprietorship to the wealthy few. But in France (and throughout the Latin countries generally) any pharmacist holding the necessary diploma is free to keep open shop for the sale of medicaments, and limitation is only carried out by the indirect method of exacting a somewhat long and consequently expensive period of probation and study.

FROM 'PRENTICE TO PROPRIETOR.

The first anxiety of the prospective *pharmacien* is therefore his *baccalaureat* (French B. A. degree), a fairly stiff examination in general subjects which an intelligent lad who has profited by the systematic cramming of the average "Lycée" can usually manage to pass at eighteen or so. This step (absolutely essential since the abolition of the "second-class" pharmaceutical diploma) accomplished, our candidate must, ere he can enter a school of pharmacy, pass

THREE YEARS BEHIND THE COUNTER

of a retail pharmacy. This is technically known as the "stage" (probation). The utility or desirability of thus sandwiching practical shop work between the former and the latter half

of a youth's education is a favorite subject of discussion at French pharmaceutical gatherings. Critics—while admitting that it was an excellent thing a century ago, when the pharmacist personally manufactured and prepared most of his stock—ask if the average modern probationer really learns much of pharmacy by retailing put-up patents and mineral waters, or handing the senior the necessary bottles to dispense a prescription. It is to be feared that the number of modern French pharmacies where the "stagiaire" is looked upon as anything more than the cheapest obtainable kind of assistant are not numerous. On the other hand, it is argued that he would not do the work at all after his college course. And it is not, perhaps, a bad idea to allow the prospective "potard" to see at once the drawbacks of the life—the long hours and poor pay, the serious responsibility and constant annoyances—to rid him, in a word, of those fond parental ideas of the "nice, respectable, lucrative profession," so often cherished by those who have not had the opportunity of a peep behind the scenes.

All this, of course, provided the youngster really serves his time, and does not (as is whispered of some who have influential parents or friends) prevail on some obliging and



Paris School of Pharmacy, Laboratory of Microscopy.

unscrupulous practitioner to certify he has been employed by him for the orthodox period. Certificates to this effect must, in fact, be lodged

AT THE SCHOOL OF PHARMACY,

where the probationer has inscribed his name, and where, at the end of the three years, he presents himself, armed with the said certificates, his B. A. diploma, military service book, birth certificate, and (if still under twenty-one) his parents' written consent. This he will do in July or November, when the entrance examination (*Validation de Stage*) is held. The jury—composed of a professor of the school, assisted by two qualified pharmacists—has not a reputation for exercising undue severity on the timid probationer. He is allowed four hours to prepare a medicament chosen from the Codex, to identify thirty medicinal plants and ten compound medicaments (if he can name 20 of the former and five of the latter it is considered sufficient); to prepare a simple prescription, and to answer a few pharmaceutical questions (the Codex again acting as the text-book). If "received," he pays a \$6 matriculation fee, and is thenceforth a student of the school.

THE PARIS SCHOOL OF PHARMACY

is by far the most important in France. Roughly speaking, nearly half the pharmacists in France qualify there, the others being divided among a number of provincial establishments—two "superior" schools at Montpellier and Nancy, four "mixed"

faculties" of medicine and pharmacy at Bordeaux, Lyons, Lille and Toulouse, and four "fully exercising" schools at Nantes, Rennes, Marseilles and Algiers. But the biggest provincial establishments—Lyons and Marseilles—have only some 200 students as against 1,300 odd at Paris, and we may consequently study this latter as the typical French pharmacy school.

An American might be tempted to deduce from the fact of its crowded benches, coupled with the fact that it is the professors themselves who conduct examinations and grant diplomas, that the Paris school was a sort of "diploma mill." Nothing would be further from the fact. The bigger the school, the stiffer the examination, as a rule. It is the small provincial establishments (yearly more deserted in favor of the busy centers) which are accused of leniency in granting diplomas as a bid for additional pupils, while the big schools try to lessen the occupants of their overcrowded laboratories. The pharmacist who has won his diploma at Paris often takes the trouble to emblazon the fact on his shop front as a proof of efficiency.

The "superior schools" are attached to a university and are faculties in all but name. Our student, therefore, is practically entered for a

THREE YEARS' UNIVERSITY COURSE.

The scholastic year, November to July, is divided into two courses of about four months apiece. From November to February, galenical pharmacy and materia medica, inorganic and analytical chemistry, physical science and zoology form his first *semestre*; in March he turns his attention to pharmaceutical and organic chemistry, toxicology, general botany and cryptogamy, hydrology and mineralogy. At the Paris school there is a special professor for each one of the twelve subjects. Roughly speaking, the morning is devoted to lectures, and the afternoons to practical laboratory work in the chemical, micrographical and microbiological laboratories. In the summer time, the botany professor takes the lead in "botanizing" excursions—usually on Sunday. In some of the Southern schools, where the climate allows (Montpellier, for example), the more evil smelling chemical work is done in open sheds or cloisters all the year round.

At the end of the first and second years, and again after two and a half years of study, the candidate is examined, and if unsuccessful is put back for three months. It is difficult to strike averages where schools and examinations are so numerous, but at Paris the proportion of failures for the period November, 1902, to November, 1903, was about 30 per cent.

THE COST

of the university course is as follows:

12 quarterly "inscriptions," at \$8.....	\$72
12 quarterly library fees, at 50 cents.....	6
3 annual laboratory fees, at \$20.....	60

EXAMINATION FEES.

Entrance examination.....	\$5
Two yearly and one "semestrial" examination.....	30
Final yearly, first and second parts, at \$24 each.....	48
Third (qualifying) examination.....	48
Diploma fee.....	20

Total.....\$289

THE FINAL EXAMINATION

is threefold in its nature. The essential portion of the first, or chemical and physical sciences, examination consists of analysis. This is followed by the oral examination in physics, chemistry and toxicology.

The second examination deals with natural science. Here micrography is the practical test, and the questions asked cover botany, zoology, mineralogy and hydrology.

The third is the pharmacy examination, and is divided into two portions. The assay of a medicament and the identification of a certain number of drugs and preparations form the practical portion of this first half. This is followed by an oral examination in pharmacy and materia medica. In the second portion of the pharmacy examination, the candidate is required to prepare eight medicaments and to answer questions thereon.

In each case the practical test is eliminatory—i. e. the

student who fails to satisfy the jury in this respect is dismissed without undergoing the oral examination. If the final examination be successfully passed, the student receives a temporary certificate, which he exchanges three months later for

THE DIPLOMA.

which authorizes him to keep open shop anywhere within the dominion of the French Republic. This is still habitually referred to as the first-class diploma, for although the second-class degree, which was only valid for opening a pharmacy in the department where it was issued, was recently abolished, hundreds of men are still in business who hold only this inferior qualification.

Two higher degrees likewise exist—the "superior" pharmacist and the *Doctorat* of pharmacy. The former—like the English "Major" qualification—is principally honorary, and consequently rarely sought after. It implies an extra year's study, some \$80 extra fees and the presentation of a thesis. It is chiefly useful as a passport to certain professorships, etc. Only two persons took this diploma at the Paris school last year.

THE DEGREE OF DOCTOR IN PHARMACY.

on the contrary, is fairly popular, though also purely honorary and of very recent institution. The French medical world is not overpleased at the innovation which allows the pharmacist to inscribe (and he seldom fails to do so) "Dr. So and So" on his shop front. It is feared that the public may thus receive further temptation to encourage counter prescribing. for the man in the street here, as elsewhere, knows of no "doctor" but the M. D., and systematically ignores the existence of doctors of science, law, divinity, etc, etc. On the other hand, the pharmaceutical doctorate has flourished over the other side of the Pyrenees for long years, and the Spanish medical profession is not eloquent in its complaints on this subject. Pharmacists point out that the first-class French pharmaceutical diploma is, in the opinion of many, harder to take than the M. D. degree, so that comparisons would be odious.

THE AGE LIMIT

for the delivery of the "first-class" diploma is 25, and any successful candidate under that age must await his diploma until he is 25. As a matter of fact, such a case is rare. The young fellow who can take his B. A. at 17 is of more than average intelligence or precocity. Even supposing he follows up this feat by passing every one of his examinations without a hitch, he must necessarily satisfy the law as to three years' probation, followed by three years' study. Add to this the year's military service which even the successful university student owes to the State, and our lad of 17 is now 24. On the other hand, the "dull boy," who has not qualified by the time he is 27, is required to complete three years with the colors—the term which is exacted from his everyday undiplomaed fellow citizens, and this adds a new terror to failure at examinations.

WAYS AND MEANS.

But, it may be asked, do these three years of study and one year's soldiering absolutely prevent the pharmacy student from practising his art between the ages of 21 and 25 years? So far as the military service goes, this is practically the case, with rare exceptions. The pharmacy students are supposed to be employed in the military hospitals "where possible," but it is hinted that the army surgeons make it "impossible" as often as convenient—this being one of the rare cases of professional jealousy which exists in a country where the two callings, clearly divided, usually live on good terms.

But the impecunious and hardworking student can, and often does, partially and even entirely support himself by the exercise of his profession during the years of study. Here, of course, we see one reason why the students ever flock to the schools situated in large cities. There are temporary *remplacements*, evening assistantships, etc., etc., and, best of all, for the intelligent student,

THE INTERNAT

in the Paris hospitals. The examination being competitive and the vacancies limited all cannot succeed. But those who are "received" are engaged for three or four years, at a salary commencing at \$10 per month and rising to \$16, with free lodgings (or corresponding rent allowance, if required to live outside). The internat is the pharmaceutical equivalent of the house surgeon. He is on duty for twenty-four hours at a stretch once every week or ten days, according to the number of his comrades, for the guard room must never be left unoccupied—a bed is, of course, provided. But on his free days—six a week, as a rule—he has merely a couple of hours dispensing to do at eight or nine in the morning, and the rest of his time is his own. He and his comrades usually board together in the *salle de garde*, and altogether the lot of the internat is one of the brightest features of French pharmacy, and the face of many a grizzled man behind the counter will light up as he speaks of his youthful joys, hopes and ambitions which make the dingy "guard" rooms in the huge homes of suffering humanity so full of life and gaiety.

The medical internes live strictly apart from their pharmaceutical confrères, a fact which possibly accounts for the excellent relations usually existing between the representatives of the two professions. The chief hospital pharmacists form an élite of the profession of which Frenchmen are justly proud, and assist and direct the internes in case of difficulty. The intelligent student may thus combine the afternoon's practical school work with the morning's hospital dispensing, and live independently during his school university course, while gaining much valuable experience and possibly making friends useful in after life.

LONDON LETTER.

British Exhibitors Are Pleased—World's Fair Awards—Surprised at Paucity of American Exhibits—The Fairchild Scholarship—Proposed C. O. D. System Blocked—Important Clause in New Pharmacy Bill May Be Suppressed.

(From our Regular Correspondent.)

November 21, 1904.—The awards to successful British exhibitors at the St. Louis Exposition have given general satisfaction. Particularly is this the case among exhibitors in the chemical and pharmaceutical section. There is a feeling of complaisance in the hearts of British chemists, technical and pharmaceutical, for they are one and all satisfied that this "effete old country" can yet make a good show when she puts herself to it. The greatest surprise to British visitors seems to have been the comparatively unimportant show made, especially in chemicals and pharmaceuticals, by the United States. It was fully expected that "the greatest show on earth" would have had the lavish support of Americans in all departments of industry, and that American chemicals and pharmaceuticals would entirely eclipse, in magnitude at least, the exhibits of foreign nations. The fact that the Society of Chemical Industry had its annual meeting in New York this year may account in some measure for the good show made by Britain. At any rate, the British members of the society have returned pleased with their national exhibit, charmed with the courtesy of their American cousins, who entertained so royally, and proud of their grand prizes and medals.

THE FAIRCHILD SCHOLARSHIP AND PRIZES.

The friendly relations existing between Great Britain and America have received further stimulus by a recent pharmaceutical event. To show their appreciation of British pharmacy, Messrs. Fairchild Brothers & Foster, of New York and London, have instituted a scholarship of £50 and four prizes of £5 each for competition among pharmaceutical students in the United Kingdom who have passed the preliminary examination requisite for admission to the minor examination of Great Britain or the license examination of Ireland. The examinations for this scholarship will be conducted in Manchester, Edinburgh, Dublin and Cardiff for English, Scotch,

Irish and Welsh students, respectively. The examination subjects include elementary chemistry, practical pharmacy and prescription reading, elementary materia medica and elementary business knowledge. There are two examiners for London, William Watson-Will and John W. Bowen. William F. Wells is examiner for Dublin, Peter Boa for Edinburgh, William Kirkby for Manchester and Albert Hagon for Cardiff. The winner of the scholarship may select any well-known school of college of pharmacy where he, or she, proposes to study for the qualifying examination of the Pharmaceutical Society. This must be done during a period of three months within a year from the time of obtaining the scholarship. The £5 awards are four in number, and are intended as consolation prizes for the best of those who miss the scholarship. A. E. Holden, who looks after the interests of Fairchild Brothers & Foster on this side, has the scheme in hand and is acting as secretary for the trustees.

This makes the second pharmaceutical scholarship for the benefit of British pharmaceutical students, which had its origin in America. Many years ago that genial and remarkable man, the late Silas Mainville Burroughs, founder of the firm of Burroughs, Wellcome & Co., endowed a scholarship on somewhat similar lines. The Burroughs scholarship, however, is for pharmaceutical chemists—or men who have passed the major examination of the Pharmaceutical Society—who desire to attain to advanced instruction in chemistry and pharmacy, with a view to conducting original research. The Burroughs scholar receives about £50 and is provided, free of cost, with a working bench, apparatus and material in the Research Laboratory of the Pharmaceutical Society. The appointment of scholars and general direction is in the hands of the committee that looks after the society's school at Bloomsbury Square and probably for that reason the scholarship has not been much taken advantage of. For some years there was no Burroughs scholar, and the money was accumulating. So Alfred C. Wooton, who was an intimate friend of Mr. Burroughs during his lifetime, put some pertinent questions on the subject in open council and last year a scholar—Miss Elsie Hooper—was found. The Fairchild scholarship is, as will be seen, much more comprehensive in scope and the fact that it has been put upon a working basis, independently of "experts" at Bloomsbury Square, will tend rather to its popularity and success than otherwise.

C. O. D. PROPOSITION DEAD.

The determined opposition to the proposed postal cash-on-delivery system (referred to in a previous "letter") has proved too much for the authorities. As already indicated, a well organized series of condemnatory resolutions was showered upon the Postmaster-General for months. Even the Pharmaceutical Council—that ponderous, immovable institution—was constrained to pass a resolution of condemnation, but with characteristic ineptitude the council's memorial was not got ready to send until nearly a week after the Postmaster-General has intimated his abandonment of the project! This intimation was given by Lord Stanley to an influential deputation, representing chambers of trade (among them a representative of the Chemists' Defense Association) from all over the country, who waited upon him to present views against the adoption of the system. Lord Stanley adhered to his belief in the usefulness of the system to the general public, but stated that he does not intend putting the C. O. D. system into effect in this country, for the present, at least.

* * * * *

It looks as though the dearly loved "seventh clause" of the proposed new Pharmacy bill will have to go. This clause, the most important in the bill, provides for the qualification of all the directors of any limited company trading as chemists. It was projected for the express purpose of curtailing the company-chemist evil, and its adoption was enthusiastic among pharmacists throughout the land. But the department stores and cut-rate company chemists have strong Parliamentary influence, and instead of stiffening the backs of the officials of pharmacy, opposition has had a demoralizing effect upon them.

Queries and Answers

We shall be glad, in this department, to respond to calls for information on all pharmaceutical matters.

"Skookum Chuck."—R. B. Skookum Chuck is Chinook Indian for good medicine, and it is applied by homœopathic pharmacists to a salt obtained by evaporating the waters of a medicinal lake in the State of Washington. It can be obtained from homœopathic pharmacists, both in the form of the dried salt and as a trituration.

Pulverisation Mentholees.—F. G. writes: "Please give me the formula and method of preparation of a clear hydro-alcoholic solution of menthol at 2 per cent. for pulverization."

We give this correspondent's inquiry in his own words, as we think it will be informing to others to know of this use of the word pulverization to indicate a spray. French physicians use the word regularly, and it appears in French prescriptions. Bouchardat's *Formulaire Magistral* contains a formula for a menthol spray which may answer our correspondent's requirements. By increasing the amount of menthol and alcohol, it may be made to conform to the strength desired. It is as follows:

Menthol	Gm. 1
Tincture of eucalyptus.....	Gm. 10
Alcohol	Gm. 70
Distilled water	Gm. 150

The method of preparing this spray should be obvious to any pharmacist.

Ammonia Strengths.—E. H. R. submits the following queries:

"(1) If an equal quantity of 26 degree ammonia and water be mixed, what degree is the result?"

"(2) If a quantity of 26 degree ammonia be mixed with twice as much water, what degree is the result?"

If the degrees are calculated as Baumé degrees, the first question is easy to answer. The degree number of a mixture of equal parts of 26 degree ammonia and distilled water would be represented by the sum of 26 plus 10 divided by 2, which is 18, water standing as 10 on the Baumé scale.

In the second problem, we have twice the amount of water, representing 20 plus 26, the sum being divided by 3, which gives a degree number of approximately 15.3.

The Preservation of Decoct. Sarsap. Comp.—P. M. S. asks what he can use besides alcohol to preserve or make a permanent preparation of compound decoction of sarsaparilla, U. S. P.

Our correspondent does not state the nature of the trouble with his decoction. If it is desired to prevent the throwing down of pectinous matter and maintain the appearance of the decoction, extra care should be taken in the process of manufacture. The finished liquid should, for example, be allowed to cool before it is strained, since much of the sediment found in this decoction consists of matter soluble in hot water, which is precipitated on cooling. As a preservative, glycerin at once suggests itself, but decomposition arising from fermentation should not occur in a decoction that has been properly prepared in the first instance. It is, of course, almost an impossibility to keep decoctions for any length of time without decomposition changes taking place. These changes, however, may be greatly retarded if care is taken to keep the preparation in glass stoppered bottles, the stoppers of which have been first smeared with a little wax, and the decoctions then kept at an even temperature, neither too cold nor too hot. Excessive cold will precipitate matter previously held in solution by the warm liquid, while the effect of moderate warmth is to induce fermentation. As a direct preservative, sodium benzoate might be tried. It would be interesting to conduct some experiments with different preservative substances of a harmless nature and report the results. Sodium benzoate should be effective in the proportion of about one-half grain to each ounce of decoction.

A General Eye Lotion.—G. D. C. writes: "I should be obliged if you would furnish me an all-around formula for an eye water or lotion for general sore eyes. I should like one which has golden seal as an ingredient, and along the lines of 'Salter's Eye Lotion.'"

The only formula of this kind that we can place at the moment is contained in Fenner's Formulary, the following being the ingredients:

Fluid hydrastis.....	fl. drachms, 2
Zinc sulphate.....	grains, 16
Morphine sulphate.....	grains, 16
Borax	grains, 30
Glycerin	fl. ounces, 2
Rosewater	fl. ounces, 14

Mix and dissolve.

Hydrastis is much used by eclectic physicians in the form of the colorless preparation put up by Lloyd Brothers, Cincinnati. It is used diluted with 10 to 20 parts of water, and is recommended for the treatment of superficial eye troubles.

In the way of suggestion, we print below a selection of formulas for standard eye lotions, adapted for superficial disorders of the eye, such as conjunctivitis and similar irritated conditions of the mucous membrane. As a rule, a simple solution of zinc sulphate of the strength of 1 grain of the salt to an ounce of distilled water will be found a safe and efficacious application; it should be colored with either compound tincture of lavender or tincture of saffron.

I.

Zinc sulphate.....	grains, 8
Compound tincture of lavender.....	minims, 30
Distilled water, sufficient to make.....	fl. ounces, 8

M.

II.

Boric acid.....	grains, 30
Distilled water, sufficient to make.....	fl. ounces, 6

M.

III.

Boric acid.....	grains, 16
Zinc sulphate.....	grains, 16
Compound tincture of lavender.....	minims, 40
Distilled water, sufficient to make.....	fl. ounces, 8

M.

IV.

Boric acid.....	grains, 60
Zinc sulphate.....	grains, 36
Wine of opium.....	minims, 48
Rose water, sufficient to make.....	fl. ounces, 6

M.

V.

Boric acid.....	grains, 120
Zinc sulphate.....	grains, 80
Alcohol (90 per cent.).....	fl. ounces, 2½
Glycerin	fl. ounces, 3¾
Tincture of arnica.....	fl. drachms, 5
Tincture of opium.....	fl. drachms, 6; min., 40
Elder-flower water.....	fl. ounces, 40
Distilled water.....	fl. ounces, 80

M.

Matzoon Milk.—J. W. M. writes: "Will you kindly let me know what the 'Zoolak' or 'Matzoon' is, which is referred to in an article in the last number of the AMERICAN DRUGGIST on the preparation of matzoon milk, and how it differs from the kephir used in making koumyss?"

Matzoon and Zoolak are proprietary articles. They are supposed to differ from koumyss in being made from a special kephir grain; koumyss is generally made by the action of yeast on milk. We published a note showing the relationship between kephir, matzoon and koumyss in the issue for July 25, page 48, which may make clear to you some of the questions concerning which you are in doubt.



By W. A. DAWSON

Under this head will appear suggestions and plans for increasing trade, advertising experiences, information, and notes of interest useful to the pharmacist in the preparation of his advertising matter. Specimens of current advertising will be reproduced, with suggestive analysis and criticism, and queries relative to advertising matters will be answered. To avoid delay address communications to the Department of Business Building, AMERICAN DRUGGIST, 66 West Broadway, N. Y.

DECEMBER ADVERTISING.

A Series of Ads for the Suburban Weekly—Circulars and Folders for Advertising Holiday Goods.

The series of five newspaper advertisements reproduced on the opposite page were used by the writer in three weekly papers that were published on the consecutive days following December 1, 8, 15, 22 and 29 of last year. Three copies of each ad were made at one writing by the use of carbon paper, the ads being identical in wording in all three papers every week.

These weekly papers are published on Thursday, Friday and Saturday, respectively, and there is, of course, some duplication of circulation; but rates are reasonably low and large spaces can be used without undue expense. Although the duplication of circulation is thought to be considerable—all three papers being read by one person or one family—it has been found not worth the time and trouble it takes to write different ads for each paper every week.

This method of advertising any one subject for a period of a month or more is a favorite one with me. My method is to hit 'em hard and quick at first and keep up a steady pounding until the last ad of the series and try to hurry the reader up before it is too late.

So open up with all your heavy artillery—convincing argument, emphatic statement, sound logic and frank truthfulness—and in addition to solid shot, shell 'em with shrapnel—details—tell all you know about the goods, with plenty of little confidential asides that will enable you to get close to the reader.

In short, use enough space and say enough to make an impression, a heavy impression, upon every reader of the paper, and interesting enough—that means detail and plenty of it—to make sure that no person who reads the paper will escape reading your ad.

This first ad is the largest one and tells about what you have and what you're going to have, and also throws out a bait to curiosity with a promise of something big in window displays.

The second of the series is much smaller and briefer. Your "Holiday Goods Have Arrived" and are all the better and all the cheaper for being so late. The ad seems to impress one with the fact that all hands are busy as bees getting the goods arranged, preparing window and store decorations on a grand scale, convincing the reader that an event of great import is on the carpet, something that is not to be missed, that must be seen, surely.

The third announces that all is ready. "Come and see the great display at once!" is the impression it seeks to make. "Come! While the stock is complete; before the choicest things and greatest bargains are snapped up." "Hurry up! or you'll miss the best part of the show." "You are under no obligation to purchase."

This ad is the real climax of the series, and its purpose is

to bring the crowd. Nothing is said about buying directly, but the tone of the ad is a direct invitation to the reader to come and see this beautiful display free, and see the crowd buy.

Next comes the "hurry" call, the object of the ad being to "rush em," to bring in the stragglers, the tardy ones, the undecided and the men.

Life would be absolute bliss to the salesman if he could sell Christmas presents to men folks with plenty of money all through the year. Either they take the first thing that pleases their fancy or they leave it all to you, and in either case it must be something big and fine and costly.

Last comes the "New Year's Greeting," quite properly thanking one's patrons for their favors in the past year and promising them a "better-than-ever" service in the coming one.

As we have said previously, it is a good and an economical method of advertising to have the larger newspaper ads of such a series used for printing circulars.

In this case we had the first and third printed in circular form immediately after the edition of the first paper had been printed. A few quires of our best grade white wrapping paper was sent to the printers, with instructions to cut it "quarto"—four to the half sheet. This is the size used for wrapping eight-ounce bottles and measures about 9 x 12.

The ad matter was printed on these sheets and distributed along with a copy of our calendar to each house in the town, and they were given out in the store to out-of-town customers and any one who asked for a calendar. The circulars were also used for counter wrappers.

This is cheap advertising, but effective advertising as well. The newspaper ads and circulars covered the field thoroughly.

The most expensively gotten up booklet or high-priced novelty could have done no more and their cost would have been many times greater.

I have found that fine (high-priced) advertising matter takes all, or a large part of, the profit made on the goods sold in a particular campaign to advertise one class of goods or one article.

Advertising should be economical; a profit maker, not a profit taker.

Novel Advertising Schemes in Boston.

Our Boston correspondent writes us that Jaynes & Co. are devoting considerable energy to newspaper advertising, using large blocks of space in the Sunday editions. They have been calling attention to their new analytical department, in which they assert all of their drugs are tested. They also set forth their facilities for performing analyses for outsiders. Just now they are featuring the milk and cream served at their various fountains. Besides using the product of Mr. Jaynes' farm at Lincoln, the firm has made an advertising ten-strike by securing the milk and cream from Thomas W. Lawson's farm at Dreamwold. Mr. Lawson's herd comprises many prize winners, and this week pictures of his farm and stock are being exhibited at the Jaynes store, 143 Summer street. The T. Metcalf Company was recently purchasing newspaper space for a clever "ad" on a consignment of chamols skins, the prices and uses to be made of them being catchingly set forth. At the Adams House Pharmacy printers' ink has been much used of late to acquaint the public with the fact that a new sanitary fountain had been installed, from which drink products of the greatest purity are drawn. Discount and prize features were employed to draw trade. C. J. Countie & Co., of Charles street, have inaugurated their annual advertising campaign and are soliciting patronage for their toilet specialties and the firm's "Magda Toilet Cream" in particular. Mr. Countie makes a point of informing his readers of the English and Australian agencies, through which his products are procurable. Jorge Vargas, Ph. G., 809 Beacon street, is issuing a neat card calling attention to "Vargas Coffee," which is grown in a limited area in the Andes and is imported, roasted and ground by Mr. Vargas.

Holiday Goods

Before Finishing Your Christmas Shopping.

An early inspection of our line may save you both time and money and in many cases you will be able to secure two presents for the money you expected to pay for one or get a better grade of goods.

Those who have not seen our holiday stocks and learned our prices in past seasons may be skeptical as to our claim of beating the big city stores on prices. For these, we repeat our explanation of how we are able to do so.

By special arrangement with two of the largest wholesale and importing firms in the country we get the first pick of their stock in their annual clean up. The wholesale trade in holiday goods is over with by December first. The wholesaler begins on that date his cut-price sales, just as the retailer does on December 26; the wholesale prices are cut to cost, a reduction of 20 to 50 per cent. On December 5 to 10 comes the final cut on all goods still unsold. These latter cuts are whatever price will sell the goods, ridiculously low in many cases, whatever the buyer will offer.

That is how we get the goods. We get them late, but at a mere fragment of the regular price, and, as we must turn them quick—having but two weeks to sell them in—we mark them with a small margin of profit at correspondingly low prices that make them sell like proverbial "hot cakes."

This year we bought big. Fully four times as much as usual, and by Saturday, December 12, we will exhibit

The Largest and Finest Line of High-Class Holiday Goods Ever Shown in Hempstead.

There are no trashy goods, no toys, none of the cheap and flimsy things that people would not think of buying except at Christmas time.

Everything here is first-class, high-grade goods, the latest things in fine holiday novelties and sensible, useful, interesting and beautiful gift goods.

Sterling Silver, Cut Glass, Finely Decorated China, Burnt Wood and Leather, Fine Pictures, Ormolu Gilt Wares, French Stag-horn, Celluloid, Mahogany and other fine woods made up into beautiful toilet articles. Leather Goods—pocket and hand purses, books and wallets, Knives, Scissors, Razors, etc. Perfumes in infinite variety of odor and package, etc., all at the most moderate prices.

Those who look will not be disappointed. Make your selections early while you have the full stock to pick from.

Our Holiday Window Display will be
Complete on Monday.

Come and see it.

Lush's Pharmacy, Hempstead.

All Traction Co.'s trolley cars come to our door; tell the conductor to stop at "Lush's."

Our Holiday Goods Have Arrived

and are now being placed on exhibition. Everything is new, fresh and right up-to-the-minute in style and material.

In prices we beat the big city stores for similar goods.

We have told you in previous seasons of our arrangement with a large wholesale house whereby on December first we take the balance of their holiday stock at $\frac{1}{4}$ to $\frac{3}{4}$ regular wholesale price. Hence our ability to sell at lower prices than others.

Look over our line before doing your Christmas shopping. It may save you time and money.

Many novel, useful and beautiful articles in Sterling Silver Goods, Burnt Wood, Burnt Leather, Decorated China, French Ormolu Gilt Wares, Cut Glass, etc.; Fine Leather Goods—Men's and Women's Pocket-Books, Purses, Wallets, Bill-Folds and Hand-Bags, Pocket Knives, Scissors, Razors and other fine cutlery. Perfumes of every good make at all prices.

Next Week Our Show Windows and Store will receive their Christmas Decorations. Don't fail to see them.

Lush's Pharmacy,
300 Front St., Hempstead.

HOLIDAY GOODS

—AT—

LUSH'S.

Our stock is now complete and it is quite the largest we have ever shown—the largest line of

Fine Holiday Novelties

that any one has ever shown in Hempstead, we think.

There are hardly two articles alike in the hundreds of articles shown, and there are so many unique novelties and the line covers such a wide range that it is only possible to mention a small number of them.

In fine leather work there are pocket-books, card-cases, purses and hand-bags in every new style as well as the standard models that are always in style—10c. to \$9.00.

Men's pocket-books, purses, wallets, card cases and cigar cases—25c. to \$3.00.

Sterling Silver articles of all kinds from a book-mark at 35c. up to a toilet set at \$20.00.

Decorated China Plates—40c. to \$1.00.

Tea Sets, Shaving Mugs, Smoking Sets, Toilet Sets, Vases, Cups and ornamental ware in great variety.

Burnt Wood and Leather Novelties.

Framed and unframed pictures, Indian basket work, Books, Box Writing-papers in fancy styles, Perfumes, etc., etc.

So many things, in fact, that it is impossible to describe them here. Come and see them, the display is well worth looking over as an exhibition of artistic handcraft, and it will cost you nothing to see it. You are not COMPELLED to buy.

Until Wednesday, December 23, we will give a Christmas Card Free to each purchaser of holiday goods.

HOLIDAY GOODS

—AT—

LUSH'S.

The Last Call.

Your last chance to secure some of our 1903 bargains in fine Holiday Novelties. The selling has been larger than ever this year, but our stock was larger also.

More people have learned this season that our statement regarding prices is no idle boast. We have neither time nor space to name all the good things on hand.

Come and See Them.

GREETING

1904

A Happy New Year.

With the passing of the old year and the coming of the new we tender the compliments of the season to our patrons, our friends and to all others.

To those who have favored us with their patronage in the past years we extend our thanks and an assurance of our best efforts in serving them in the future.

To those who have not yet favored us with their trade we wish to say that it is our earnest endeavor to offer the people of Hempstead the best pharmaceutical service that is to be found ANYWHERE.

Our only resolution for the coming year is as always, to try to do still better those things that we now do well, and to extend and improve our business in every way possible.

May the New Year be a bright and prosperous one for you.

A Holiday Goods Campaign.

This series of newspaper ads appeared in three weekly papers on December 1, 8, 15, 22 and 29, 1903—three duplicate copies of each ad made with carbon paper at each writing.

SEEKING TO WIN NEW YORK.

First Steps Taken in an Active Propaganda Now Under Way—A Convincing Address by J. B. Duble Converts the Manhattan Association, but the Matter of Actual Affiliation is Postponed.

At a largely attended meeting of the Manhattan Pharmaceutical Association on Monday evening, November 21, J. B. Duble, head of the N. A. R. D.'s Department of the East, just established in this city at 100 William street, delivered an instructive and stirring address on the work and benefits of the national organization. It was his first appearance before a New York pharmaceutical association, and the marked success which crowned his efforts to bring the members into line augurs well for the ultimate extension of the N. A. R. D. in this city, which has been styled the storm center of the anti-cut-rate war. Mr. Duble has a pleasing personality, forceful delivery, and a way of presenting plain, cold business facts that carries conviction to his audience. This was fully demonstrated the other evening. He talked for about an hour, but held the attention of his hearers throughout. Mr. Duble's object in addressing the Manhattan members was to revive interest in the N. A. R. D. and to secure their active support. His task was a difficult one, and the measure of success he attained probably surprised even Mr. Duble himself. Among other things he said:

"As a preface to my remarks this evening I wish to state what you possibly appreciate—namely, that

THE N. A. R. D. IS A PART AND PARCEL OF YOURSELVES,

formed to advance the interests of the retail pharmacists of the United States. I want to impress that fact on your minds. That is its whole aim and purpose. I am here to present its claims on a basis that cannot help but appeal to you, and also to answer any and all questions that you may ask to the best of my ability. I feel that I will have to be a little guarded in talking to an audience of New York retail druggists, because while in our struggle of the past six years we have shown that we have been working along the right lines, that work has been done in the face of almost insurmountable obstacles, and the worst of these came from the very class whom we were organized to benefit. We foresaw these difficulties. Our work first was constructive. We had to have with us on our side the allied interests, the manufacturer and the jobber, before we could overcome or hope to overcome the difficulties. To-day the N. A. R. D. controls practically every manufacturer and practically every jobber in the country.

SCOPE AND PURPOSE OF THE N. A. R. D.

"I stood behind a counter in the retail drug business," he continued, "for 43 years, and I can therefore fully appreciate all the little details that enter into a movement of this kind. In my experience I can remember the time when the laboratory was the principal part of the druggist's business. But times have changed since then, and the druggist must adapt himself to the changed conditions. The retail druggist of to-day is very largely the dispenser of other people's wares. Therefore, whatever is done must be done with the co-operation of the manufacturer and the jobber. I need not remind you that one of the objects of the N. A. R. D. is to correct the abuse which takes away a large percentage of your business and results in goods being sold at cost, and even less than cost. But if I thought that that was the only object of the N. A. R. D.—namely, to stop the cutting of prices on patent medicines—I would not for one moment champion its cause. Its scope and object are far broader. Its purpose is to raise the professional standing of pharmacy throughout the country."

Mr. Duble then outlined briefly some of the ways in which

the N. A. R. D. intended to benefit pharmacists. He spoke of the power of a strong and representative organization of retail druggists of the country in securing needed legislation, State and national, and in changing undesirable features of existing statutes. He mentioned as a splendid example the American Medical Association. As one instance alone of the need of concerted action he pointed out that there are to-day three States in the Union whose pharmacy laws allow a physician simply to present his medical diploma in order to be allowed to practice pharmacy. The deplorably low rank and pay of the pharmacist in the army and navy was also cited, as well as the phenacetine situation. These and many other undesirable conditions were due solely, he said, to the lack of complete and effective organization among the retail druggists of the country.

READY TO HELP NEW YORK DRUGGISTS.

"The so-called Miles plan," continued Mr. Duble, "was evolved by the N. A. R. D. Many druggists are ignorant of that fact. We worked out that plan, and at the time it was drafted the Miles people were the only ones to adopt it. But what is the result? To-day the leading manufacturers are in line and have adopted plans substantially the same. And not only that; manufacturers of toilet preparations are working along the same lines. The minimum prices in the proprietors' contracts were fixed in deference to this storm center of demoralization. But this is the least that we expect to do for you. We propose to take up other plans, the accomplishment of which will be of great and lasting benefit. We are ready to help you in spite of yourselves, notwithstanding the fact that we have had less help from you in this great metropolis than we have had from little towns of twenty or thirty thousand inhabitants."

By this time Mr. Duble had his audience well in hand. Coming nearer to his hearers, and with one of his most forceful gestures, he said, slowly and deliberately:

INCREASED PROFITS THROUGH N. A. R. D. WORK.

"Do you know, gentlemen, how much the profits of retail druggists have increased in the six years that the N. A. R. D. has been in existence? Seventy-eight million dollars. Just think of that. Does it appeal to you from a business standpoint? Has our work been worth while? And in addition to this monetary benefit derived there is the broader and higher object of the organization that I have already mentioned. And right here in New York, are not the conditions better than they were some time ago, or before the N. A. R. D. came into the field? Isn't it easier to get 83 cents for Peruna to-day than it would have been when it was selling here for 59 cents?"

"Don't worry about the cutters," said Mr. Duble; "the proprietors will take care of them," and he spoke of one way at least by which it would be very easy to bring them to time or to remove the cause of any demoralization. "The capital in New York," he continued, "that may be antagonistic to us is as nothing compared to the capital of the retail druggists of the country and the proprietors."

AN APPEAL.

"We want the retail druggists of Greater New York to join us. We want their support, and if you will give us your support we can accomplish all the things I have mentioned, and more too. In fact, with your active co-operation there is nothing which will benefit pharmacy that we cannot accomplish. The N. A. R. D. has established a Department of the East, with headquarters in the Woodbridge Building, 100 William street, and I have been placed in charge of this department, which corresponds to the Department of the West, in San Francisco. We found it impossible to manage the situation in the East or to hope to manage it from Chicago. I trust you will come and see me, and if there are any points that you don't understand, or if there is any way in which I can assist you to bring about better conditions in the trade here, I shall be more than glad to make these points clear to you and to render whatever service I can."

MANHATTAN PHARMACEUTICAL ASSOCIATION.

The Question of Affiliating with the N. A. R. D. Up for Discussion—Sentiment of the Members Markedly in Favor of the Step—Definite Action Temporarily Postponed—Mr. Duble's Stirring Address—Members Advised to Sign Proprietors' Contracts.

The Manhattan Pharmaceutical Association came very near affiliating with the N. A. R. D. at the regular meeting held at the New York College of Pharmacy on Monday evening, November 21. The association, it will be recalled, severed its connection with the national body some time ago. After routine business had been disposed of, J. B. Duble, of the N. A. R. D., made a lengthy address that completely won the thirty odd members present, and only the strong arguments and protests of some of the more conservative members present prevented action being taken to bind the association again to the N. A. R. D. As it was, the association unanimously passed a resolution recommending that the members sign the Peruna and the Wells & Richardson contracts, and formal steps were taken toward re-affiliating with the national organization. The wave of enthusiasm that swept over the meeting leaves little doubt as to the ultimate stand that will be taken by the association.

"ONLY AN OX NEVER CHANGES ITS MIND."

Not the least interesting feature of the meeting was the radical change in the attitude of some of the members toward the N. A. R. D.—men who heretofore have declared that they would have nothing to do with the parent body, and to whom was largely due the action of the Manhattan in seceding from that organization. Notable among these men was William C. Alpers, who, probably as much as any other pharmacist, was responsible also for the New Jersey Association discontinuing its membership in the N. A. R. D. But Mr. Alpers is considerate, he has a mind of his own, and is not afraid to live up to his convictions. He said the other evening at the meeting that, to quote Bismarck, "only an ox never changes his mind," and he believed it the duty of every man, as well as his right, to change his mind if new conditions and circumstances convinced him that he was wrong. Mr. Alpers was roundly applauded for the stand he took.

An account of Mr. Duble's speech, giving some of the salient points, will be found elsewhere in this issue.

Prolonged applause greeted Mr. Duble upon the conclusion of his earnest address. His forceful arguments had evidently carried conviction, but the important result yet remained to be accomplished—namely, some formal expression of the attitude of those present toward the N. A. R. D., either individually or collectively. The applause finally ceased and after a brief silence Mr. Bakst got up and moved that the Manhattan Pharmaceutical Association recommend to its members that they sign the Peruna and the Wells & Richardson contracts. The motion was duly seconded and the discussion then began. In speaking to Mr. Bakst's motion, Mr. Alpers took occasion to respond to the address of Mr. Duble. Mr. Alpers said he had listened with a great deal of interest to Mr. Duble's remarks, and he knew that the others present had also, and was very much impressed with the able manner in which the whole subject had been presented. Mr. Duble's address was all the more instructive and valuable, he said, because of his years of practical experience in the retail drug business.

OBJECTIONS TO SIGNING THE CONTRACTS.

"You know where the shoe pinches," said he, addressing the N. A. R. D. representative. "There are elements here in New York far beyond friendly argument to bring into line. Western interests don't fully appreciate the difficulties here. But let us be optimistic. I will say now that individually and collectively the members of the Manhattan will co-operate in this movement. If the N. A. R. D. can form plans so that we will not lose our individuality and under which local con-

ditions will be taken into account, the retailers here will help you."

As for signing the contracts immediately, however, Mr. Alpers did not think it would be right for him to sign and then the very next day sell at prices below the minimum fixed in the contracts. If he signed the contracts, he would feel morally bound to live up to and enforce them immediately upon signing. Mr. Alpers' point was, substantially, that it would hardly be just for some retailers to sign and enforce the contracts if others in their locality did not, but continued to cut prices. He was ready to do his share and just as soon as conditions warranted the step he would sign.

Secretary Swann stated that he had canvassed the retail trade pretty thoroughly and concluded from his inquiries that fully 60 per cent. of the retail druggists of the city had already signed the contracts. Some one asked how many members present had signed, and there was a goodly showing of raised hands.

OBJECTIONS ANSWERED.

President Collins questioned the wisdom of the action of manufacturers in deciding to put their plan in effect just as soon as, say, 30,000 contracts had been signed and returned to the manufacturer. His point was that some druggists in a certain section might have signed and others not, and therefore those who had not signed could continue to cut prices and demoralize trade in those localities. In reply to this and other points raised, Mr. Duble said that the N. A. R. D. and the proprietors would take care of the cutters. Everything could not be accomplished in a day or a week, and retail druggists should expect to encounter some difficulties for a while, until the whole machinery could be put into operation. Mr. Duble in reply to the point made by Mr. Alpers said that the latter could go ahead and sign the contract, thereby showing his good will and intention to aid the cause, and at the same time write to the manufacturers stating that he would not feel bound to live up to the contracts until others in his locality had also signed. Mr. Duble explained that the more support the manufacturers received the better, and all that he asked on behalf of the N. A. R. D. was the retailer's support. "Our plan," said he, "is to take existing pharmaceutical organizations here as a nucleus. The work of organizing New York City will be through these natural channels. After the local associations have come in as units, we will divide the whole city into sections as the various associations see fit, and put in our organizers."

Charles S. Erb questioned the right of those present to bind the association's members to sign the contracts. It was thereupon explained that the motion simply recommended that members sign, that it contained nothing obligatory. After some further discussion the motion was carried unanimously.

THE QUESTION OF AFFILIATING.

But a still more important matter was then brought before the meeting—namely, the question of the association affiliating as an organization with the N. A. R. D. The motion of Mr. Bakst had no sooner been disposed of than Secretary Swann moved that the Manhattan Pharmaceutical Association ally itself with the N. A. R. D.

"The time has now come to lend hearty and active support to the N. A. R. D.," said Mr. Alpers, "but how about the dues? Is the association to stand for a per capita tax of \$4, or are the individual members to pay it?" He thought it best to have all such details perfectly clear. The sentiment seemed to be that the dues should be considered as individual assessments. Mr. Duble emphasized the benefits retail druggists would receive from the N. A. R. D. It meant \$100 in increased profits for every dollar in dues, he said. Incidentally, he stated that the Proprietary Association donated \$20,000 last year to the N. A. R. D. If the manufacturers were sufficiently interested to make such a liberal donation, surely the retailers, he said, ought to be willing to contribute the small sum of \$4 each. That was a mere bagatelle compared to the benefits to be derived.

AGAINST HASTY ACTION.

Treasurer Hitchcock up to this time had taken but little active part in the discussion, though he had followed the proceedings very closely. Mr. Swann's motion, however, to bind the association to the N. A. R. D. evidently impressed him as premature.

"We are only a handful," said he, "I don't think we have any right to commit the whole association. We ought to wait a while and consider the matter. We are acting too hastily." He then moved an amendment to Mr. Swann's motion, that a committee of three be appointed to investigate the matter and report at the next meeting.

Mr. Pringle supported Mr. Hitchcock's plan, but suggested that the secretary notify members that this subject would come up at the next meeting.

Secretary Swann said that the members had been duly advised in the notices sent out for the meeting that night that Mr. Duble would address the meeting on the subject of the N. A. R. D., and they might have inferred that there would be a discussion and possibly some action taken. It was their own fault, therefore, if they stayed away. The attendance then was one of the largest the association had ever had, and he saw nothing in the way of taking action as contemplated in his motion.

Mr. Alpers indorsed Mr. Hitchcock's amendment. "The N. A. R. D. wants the actual fact of the membership of the Manhattan Pharmaceutical Association as an organization more than it does individual members," said he. "It is far more important for the national body if it can point to one more association having joined its ranks, especially a New York association. But we owe it to our absent members to give them a chance to consider this proposition. A committee can arrange a private conference with Mr. Duble and he can then probably satisfy the committee in regard to points which it is not now opportune to discuss."

A RECOMMENDATION TO GO SLOW.

Jacob Diner emphatically protested against hasty action. "Of course we must make a start," said he, "and I believe the time is past for waiting for our neighbors. It is all right to recommend that members sign the contracts. But if those present bound the association to affiliate with the N. A. R. D. without first consulting the absent members, the latter, or many of them, would probably feel it keenly. And many," he continued, "if such action were taken, when informed that the association had voted them in as members of the N. A. R. D. and it was up to them to come up with their \$4, would probably feel disposed to say: 'To hell with the Manhattan, I'll do as I please.' It would be far better to recommend to the members, than to actually obligate them, to join the national association." Mr. Diner moved an amendment to that effect.

Mr. Hitchcock spoke again, strongly advocating the appointment of a committee of three. Some one remarked that it meant a delay of at least 30 days if the matter went over to the next meeting.

Mr. Schweinfurth then added his protest against hasty action and supported Mr. Hitchcock. "Let us go carefully," said he; "if it takes 30, 60, 90 or 120 days, go slow."

Mr. Hitchcock's amendment, that a committee of three be appointed to investigate and report at the next meeting, was then put to a vote and carried, Secretary Swann alone voting in the negative. President Collins then started to appoint the committee. He named Mr. Hitchcock first, but the latter positively declined to serve. Messrs. Alpers, Pringle and Diner were then named as the committee.

Very little routine or special business outside of the N. A. R. D. matter was transacted. Treasurer Hitchcock reported a balance in the treasury of \$260.31. A beautifully engrossed memorial which will be presented to the family of the late James H. Rogers was exhibited by the committee, Messrs. Hitchcock Alpers and Bakst. Secretary Swann read a communication from Dr. Anderson, president of the State Association, calling a conference at Albany on November 28, to discuss legislation. A letter was also read from Thomas F.

Main, accepting the Manhattan scholarship. The committees on Manhattan scholarship and Rogers memorial were discharged with thanks.

It was close onto 12 o'clock when the meeting, after passing a vote of thanks to Mr. Duble, adjourned to partake of an excellent collation.

MR. DUBLE ADDRESSES EAST SIDERS.

Sentiment of N. Y. R. D. A. Favors Affiliation with N. A. R. D.—Surprising Statement by Max Zagat.

The N. A. R. D. was the principal subject discussed at the meeting of the New York Retail Druggists' Association on Friday evening, November 25. J. B. Duble, the N. A. R. D. representative in this city and section, delivered a long address, speaking for about an hour and a half. The members, of whom there were about 60 present, listened with marked attention while Mr. Duble recited the benefits that druggists had already received from the national organization, and dwelt on its broad scope and plans for the future. He spoke of legislation, the movement for reduction of the tax on alcohol, the telephone fight in Chicago and the possibility of New York druggists securing the same benefits that Chicago druggists had secured in this respect. The manufacturer and jobber were now in line to better trade conditions in the proprietary medicine business, and it only remained for the retailers to do their part. He said that the full strength of the national body would be used to bring this city into line, and he hoped the N. Y. R. D. A. would give the National Association its hearty and loyal support. Mr. Weinstein referred to the repeated promises made by the N. A. R. D. that something would be done for New York, but said that these promises had not been kept. Nevertheless, he had not lost faith in the N. A. R. D., and retail druggists here, he said, should not get discouraged because previous plans had failed in this city.

Quite a surprise was sprung when Max Zagat got up and asserted that the Peruna Company had made a contract with Henry Siegel for the future delivery of 180 gross of Peruna. He declared he could prove his assertion.

Mr. Duble expressed his astonishment and practically challenged the correctness of Mr. Zagat's statement. Mr. Zagat said he had obtained his information from a certain man connected with Mr. Siegel's store. This party, he said, was disgruntled and was going to leave Mr. Siegel's employ. Mr. Duble was by no means convinced that there was a particle of truth in the assertion. The Peruna people had spent thousands of dollars in this movement, he said, and it was incredible that they would ruin their business—for it would amount to that—by such a shortsighted business policy, to say nothing of the principle of the thing.

It was quite 3 a.m. before the discussion on the N. A. R. D. closed, and owing to the lateness of the hour final action was deferred. The sentiment, however, was strongly in favor of affiliating with the national organization. The question of how the dues shall be paid or collected seems to be the main point that will have to be settled.

The proposed publication of the drug adulteration article in the *Evening Mail* was brought up, and members were requested to have nothing to do with the scheme.

The Kappa Psi Meeting.

The Grand Chapter of the Greek letter fraternity Kappa Psi held its annual convention in Philadelphia on November 24 and 25, under the auspices of Eta Chapter, located at the Philadelphia College of Pharmacy. The New York College of Pharmacy, Columbia University, was represented as well as several medical colleges. Among the entertainments given to the guests was a banquet held at the Hotel Colonnade and a theater party. On Thanksgiving Day the delegates enjoyed a turkey dinner at the Hanover Hotel.

ARRESTED FOR SALE OF BOGUS DRUGS.

Post-Office Authorities Take a Hand—Five Arrests Made—President McKinley's Surgeons Indignant at Charges Concerning Aristol Used by Them.

Chicago, November 20.—Five persons were arrested to-day on the charge of misuse of the mails in selling through the post office drugs which are not what they purport to be. It is stated that thirty warrants have been issued for various dealers, the evidence being based on analyses made by Dr. Virgil Coblentz, of the College of Pharmacy of Columbia University. In the course of an interview on the subject, Geo. G. Kimball, a post office inspector, is reported to have made the following statement:

When McKinley was first wounded the physicians hurriedly sent to a drug store for a quantity of aristol, the best known substitute for iodoform. They secured the alleged aristol and applied it to the wound. They noticed that the effect was exactly the opposite to that which should have been produced by genuine aristol, and after a few moments changed the treatment.

It was afterward discovered that the stuff which the physicians purchased was an imitation made of fuller's earth and oxide of iron. It is believed the spurious stuff was partly responsible for the death of the President.

When this statement was brought to the attention of Dr. Roswell Park and Dr. Matthew D. Mann, the surgeons who were in attendance upon President McKinley, both united in denouncing it as absolutely groundless and absurd. According to the local newspapers here, the post office authorities propose to carry on an active campaign in the matter all over the United States.

President Voegell Dined.

Minneapolis, November 22.—Thomas Voegell, who was recently elected president of the N. A. R. D., was tendered a complimentary dinner by the members of the Minneapolis Retail Druggists' Association at the Minneapolis Club shortly after his return from St. Louis. About fifty members participated, and if more relief clerks had been available the entire retail trade of this city would have turned out in his honor.

The affair was informal and pleasant in the extreme. There were a number of impromptu toasts, all of a congratulatory nature, Charles H. Huhn acting as toastmaster. Mr. Huhn paid eloquent tribute to the worth of the guest of the evening and spoke of the efforts it took to induce Mr. Voegell to consider the office of president of the N. A. R. D., likening him to Caesar, who also was "thrice tendered the crown and thrice refused it." He then introduced J. D. Smeltzer, who was the spokesman of the Committee on Arrangements. J. C. Ellef followed and congratulated the National Association on its good fortune in getting a man of such sterling character as Mr. Voegell for president. Mr. Ellef was at St. Louis attending the convention and witnessed the good work that was done there.

J. T. Kenney extended his congratulations for Kennedy, Suffel & Andrews, and E. Gould for Noyes Bros. & Cutler. Other speakers were J. H. Marshall, an ex-president of the Minneapolis city association; C. J. Moos, secretary of the State Board of Pharmacy, and W. K. Hicks, who was in an unusually happy vein. Congratulatory letters were read from Wilhelm Bodemann and John I. Straw, of Chicago, the chairman and vice-chairman, respectively, of the famous "R. H. Committee."

Mr. Voegell made a graceful acknowledgment of the honors showered upon him by his neighbors and fellow druggists. Although he was sensible of the many responsibilities attached to the office, he could appreciate the pleasures which went with them. So long as the Minneapolis Retail Druggists' Association upheld him in the way it had in the past he felt that he would be equal to any strain the office might put upon him.

Much of the success of the affair was due to the able work of the Committee on Arrangements, though Toastmaster Huhn's ready wit and sparkling eloquence contributed not a little to the enjoyment of the dinner, which was admirably served.

THE VERMONT ASSOCIATION.

Eleventh Annual Meeting is Held at Burlington—Two Busy Days—Elaborate Social Features—N. A. R. D. Heartily Endorsed.

The eleventh annual meeting of the Vermont State Pharmaceutical Association opened in Burlington, Wednesday, October 11, with an attendance of about 75 druggists from all parts of the State.

At the morning session, at the Van Ness House, on Wednesday, President H. C. Pierce, of Barton, was in the chair. Mayor James E. Burke, Burlington's blacksmith chief executive, was supposed to be on hand and give an address of welcome, but he did not appear and communication with him by telephone developed the fact that he had overlooked the appointment. He was shoeing a horse, and as he would have to go home and change his apparel he said he would be unable to speak to the druggists. In consequence of the failure of Mayor Burke to appear, C. C. Miller extended a welcome to the visitors.

W. F. Root, of Brattleboro, responded, thanking Mr. Miller for his words of welcome. J. W. Grace, of Portsmouth, N. H., spoke in behalf of the New Hampshire Association, and J. W. Colcord presented the compliments of the Massachusetts association.

The annual address of President Pierce was the next thing



H. C. PIERCE,
President.



A. LEWIS HARWOOD,
Treasurer.

on the programme, F. H. Parker, vice-president, being called to the chair during its delivery.

The remainder of the morning session was devoted to the transaction of routine business and the election of new members. Reports of various committees were received, that of the Committee on Trade Interests, presented by Wm. R. Warner, of Vergennes, being especially interesting.

The following new members were admitted to the association: O. A. Gast, of Bellows Falls; Ralph A. Purrinton, of Bristol; Ernest K. Walker, of White River Junction; Roscoe M. Whitcomb, of Montpelier; Floyd C. Bently, of Morrisville; A. W. Livingston, of Newport; N. A. Wheeler, of Waterbury; W. G. Bushey, of Winooski; H. L. Johannott and M. G. Beebe, of Burlington; F. W. Burritt, of Winooski; G. H. Snow, of Woodsville, N. H.; H. R. P. Raymore and E. M. Melvin, of Jeffersonville; E. F. Leavitt, of Plainfield; G. B. Hatch, of Groton; J. E. Rogers, of New York; W. H. Henderson, of Malden, Mass.; R. E. Blakelee, of Burlington; A. A. Gill, of Keene, N. H.; A. C. Robertson, of New York.

OFFICERS ELECTED.

At the afternoon session the principal business was the election of officers. The most important item of business aside from the election was the vote of the association to affiliate with the National Association of Retail Druggists, and the following delegates were elected to attend the next convention of that organization: H. C. Pierce, of Barton; W. F. Root, of Brattleboro, and D. F. Davis, of Barre.

The following officers were elected: President, F. Henry Parker, of Burlington; vice-presidents, H. A. Slade, of Montpelier, and F. D. Pollard, of Proctorsville; secretary, W. E. Terrill, of Montpelier; assistant secretary and treasurer, D. F. Davis, of Barre.

M. D. Morgan, of Bennington, caused a sensation by reading a bill which he proposes to have introduced in the Legislature now in session. It provides that all medicines, remedies and compounds, patent and proprietary, placed on sale in Vermont shall have attached a label showing the formula of the medicine and the percentage of the various ingredients. A violation of the law will be punishable by a fine of from \$50 to \$200, or imprisonment in the House of Correction from 30 to 150 days. Later on this bill was condemned by the association.

Pleasing features of the first day's programme were an automobile ride about the city during the day and a reception and dance in Masonic Hall in the evening. The auto ride was the result of a happy thought of Henry, Johnson & Lord, of Burlington. They provided two machines, and every one was given an opportunity to see the city in this manner.

The second and last day of the meeting was given over almost entirely to social features. In the morning a merry party of druggists and ladies went to Fort Ethan Allen, one of the finest military reservations in the United States. The druggists had an unusual treat in their visit to the post, in that they were privileged to see a battery of field artillery at target practice. After witnessing the target practice the party returned to the drill ground, where Captain McMahon's battery gave a fine exhibition drill. Several troops of the Fifteenth Cavalry were also out drilling, and the party had a fine opportunity to see both branches of the service.

In the afternoon the ladies were given a carriage drive about the city of Burlington, while the men held a business session at the Van Ness House.

At this session the question of legislation in regard to the license law was discussed at length. At present the law provides for a druggist, or fifth class, license, allowing them to sell on physician's prescription, the cost of this license ranging from \$5 up. The druggists were all of the opinion that the law should be changed so as to afford them better facilities for handling liquor, but no plan was decided upon. The laws of Massachusetts and other States were reviewed, but the matter was finally left to the Legislative Committee. This committee will put in some work at the present session of Legislature, and will endeavor to have the law amended so as to make it more advantageous to pharmacists.

The bill presented by M. D. Morgan, of Bennington, relative to the printing of the formula of patent medicines on the bottle was opposed by the association, and when the bill is introduced the association will work against it.

The report of the treasurer of the association showed a balance of \$227 in the treasury.

Botanist Hood, of the State Experiment Station, Burlington, was at the session, and gave a review of the work which the Government is trying to accomplish for the benefit of the druggists. This phase of the work was little understood, and Mr. Hood's remarks were received with applause and a vote of thanks.

C. H. Wilson, of White River Junction, was elected third vice-president of the association, and it was voted to send a delegate to the convention of the American Pharmaceutical Association, W. H. Zottman, of Burlington, being chosen.

The business meeting adjourned shortly before 6 o'clock, after which the Executive Committee had a session.

In the evening the primal social event of the meeting occurred, consisting of a reception at the Algonquin Club rooms. The members of the association and ladies were present in numbers large enough to tax the capacity of the rooms, and it is seldom that Burlington people have been privileged to attend such a reception.

The next convention of the association will be held in Burlington, July 11 and 12, 1904. Treffie Duhamel and Eugene Gosselin will be the local secretaries in charge of arrangements for the meeting.

DISCUSSING PHARMACY LEGISLATION.

Important Conference at Albany—Action Taken with a View to Reconcile Conflicting Pharmacy Statutes—Moving to Reduce the Federal License Tax.

So far as the New York State Pharmaceutical Association is concerned, no drug legislation will be attempted at the coming session of the Legislature beyond a bill to amend the Penal Code, so as to make the present conflicting clauses in that statute harmonize with the State Pharmacy law. This important fact was definitely decided upon at the conference in Albany last Monday between the legislative committee of the State association and representatives of pharmaceutical associations in various parts of the State. Of course, measures may be introduced at the coming session which it would be to the interest of pharmacy to have passed; but if such measures are introduced, while they would undoubtedly have the approval and support of organized pharmacists of the State, they will not emanate from the State Association. There will be no amendments to the State Pharmacy law itself, and the liquor tax law, in so far as it relates to druggists, will be left undisturbed.

The Albany conference had been called by President William C. Anderson, of the State Association, to discuss the recommendation made at the last meeting of the association—namely, that efforts be made to harmonize conflicting clauses in the Penal Code and the State Pharmacy law. The conference was also to consider any other legislative matters that the delegates wished to bring up. Among these present were: William C. Anderson, president of the State Pharmaceutical Association; Warren L. Bradt, of Albany; George Kleinau, of the German Apothecaries' Society; William H. Rogers, of Middletown; Thomas Stoddart, of Buffalo; George E. Thorpe, president of the Syracuse Druggists' Association; William Muir, of the Kings County Pharmaceutical Society; A. B. Huested, of the Albany Drug Club; A. C. Searles, of the Manhattan Pharmaceutical Association; Peter Diamond, of the New York Retail Druggists' Association; John Hurley, of Little Falls; E. F. Huntley and H. W. Warner, of Albany; S. V. B. Swann, of New York, secretary of the State association; Frank Richardson, treasurer; W. L. Perkins, of New York, counsel to the State Association.

DISCUSSION ON LIQUOR TAX LAW.

Dr. Anderson called the meeting to order at 9.30 a.m. Secretary Swann recorded. The first matter that came before the conference was the question of trying to secure an amendment to the State liquor tax law relating to druggists. This matter was brought up by Mr. Thorpe. Under the present law, druggists are allowed to sell liquor in quantities not exceeding one pint without a physician's prescription, provided they affix to each bottle or container a 10-cent stamp. There is an annual license fee also of \$5, besides the Federal license fee of \$25. It developed at the conference that some up-State druggists, notably those in and around Syracuse, wanted the law changed to allow them to sell a half pint of liquor or less with a 5-cent stamp, a pint with a 10-cent stamp, and a quart with a 15-cent stamp affixed. In other words, they wished to increase the amount of liquor a druggist is now allowed to sell. Strong opposition was expressed to this proposal. It was pointed out that it meant practically giving retail druggists the same privileges for \$5 that liquor store keepers pay \$450 a year for. Among the arguments advanced by those who favored the proposed amendment was the claim that in country districts a druggist's customers who came to the store only once in a while wanted to buy a larger quantity of liquor than the druggist is now allowed to sell, and if a particular druggist didn't sell the quantity required, the customer would get it elsewhere (perhaps from a competing druggist, it was admitted). In answer to this argument it was contended that to urge such an amendment or even suggest it would be to place retail druggists in the same category as liquor dealers; at least it would give the impression that the druggists wanted to do a liquor store keeper's business, which the great majority of

druggists did not desire. In fact, the object in securing the present law was solely to allow druggists to sell liquor in cases of emergency, and this was the principal reason advanced before the Excise Commissioner at the time the present law was under consideration. It was further argued against the proposal that druggists would show bad faith if they now went to the excise authorities and clamored for greater privileges. It would not be consistent with the position they took two years ago, it was said. If any druggist in country towns or elsewhere was violating the law, he should be prosecuted, rather than try to change the law for the whole State just because some druggists are perhaps violating it. After some further discussion, it was decided not to meddle with the existing statute.

TO RECONCILE CONFLICTING SECTIONS OF THE PENAL CODE AND PHARMACY LAW.

The matter of harmonizing the Penal Code and the Pharmacy law then came up. It will be recalled that on October 18 a meeting of delegates representing various druggists' associations of central New York was held in Syracuse, and a committee was appointed to draft amendments to the Penal Code and to the Pharmacy law relating to the sale of poisons. This central New York conference, it is understood, was not represented officially at the Albany conference. The central Conference Committee, however, had drafted a circular letter embodying the amendments which the conference proposed to introduce, and one of these circulars had been sent to President Anderson of the State Association officially. Dr. Anderson accordingly presented the circular to the Albany conference, and the suggestions contained in the circular were given very careful consideration and full discussion. Some of the more salient features of the circular follow:

We recommend the repeal of sections 402 and 403 of the Penal Code. We recommend that section 404 of the Penal Code be amended to read as follows:

Section 404. Selling poison without label.—A person who sells, gives away or disposes of any poisonous substance (except upon the order of a regularly authorized practicing physician) without attaching to the vial, box or parcel containing such poisonous substance a label with the name and place of business of such person, the word "poison," all printed in red ink, together with the name of such poison written or printed thereon in plain and legible characters; and a person who, after the first day of January, 1887, sells, gives away or disposes of or offers for sale, any preparation of opium, except paregoric, or salts of morphine without attaching to the bottle, vial or package containing such preparation of opium or salts of morphine a red label, plainly naming the contents thereof, with the name and place of business of such person, is guilty of a misdemeanor.

From reading it will be readily seen that by section 404 as proposed, sections 402 and 403 are of no use, as by section 404 the recording of the sales of poison is done away with.

The circular also recommends amendments to section 198 of the pharmacy law, so as to eliminate the provision requiring the registry of certain poisons. The circular continues:

At the present time it does not seem wise to ask for further amendments to the Pharmacy law. If we obtain these proposed changes, we will have secured relief from the great hardship and annoyance of the recording of sales of poison, which, so far as we can learn, has accomplished no benefits to either the people or the pharmacist, and we will also harmonize the laws governing the sale of poisons, as contained in the Pharmacy law, with the provisions of the Penal Code.

We have also prepared an amendment to the excise law along the lines suggested at the last meeting in Syracuse. We do not deem it wise to forward these in this public manner, fearing their publicity at this early date will cause opposition to arise which may defeat us before the legislature.

This circular was signed by E. S. Dawson, Jr., W. B. Bissell, Dr. D. A. Lawton, E. L. Weston, Frank Gardner, George E. Thorpe, chairman; Marietta Harmon Greenland, secretary, and E. M. Wells, attorney.

THE USE OF THE POISON REGISTER.

Briefly stated, the Syracuse conference proposition as regards the sale of poisons eliminated the provision requiring the registry of such sales. This proposition was vigorously opposed as being a most unwise move. It was pointed out that it would remove one of the greatest safeguards surrounding the sale of poisons. One druggist who attended the conference declared that the present provision which requires the registry of the sales of certain poisons caused a great deal of trouble and annoyance. As an instance of the trouble he had had he said he had sold some poison to a customer which was duly registered; a few days later another customer came in and asked to see the poison register book. He was, of course, permitted to inspect it. He found the name of a neighbor of his who had bought some poison, and then explained that some one had poisoned two dogs of his, and the conclusion he drew was that his neighbor had poisoned them. And then there was trouble.

Those present at the Albany conference were supplied with printed pamphlets containing extracts from the Penal Code and from the Pharmacy law which apparently conflicted. This had been prepared so as to give the members a better idea of the provisions they were discussing. There was found to be urgent need of amendments in several respects, and the matter was finally referred to the Legislative Committee of the State Association to prepare amendments to the Penal Code in such a way that wherever there are conflicting clauses in the Penal Code the provisions of the State Pharmacy law should be substituted. If this is done both laws will be the same as to the provisions which now conflict. Mr. Perkins, counsel to the Kings County Association, attended the conference and greatly assisted those present in their deliberations. Mr. Perkins is thoroughly versed in laws relating to pharmacy and enlightened the conference on many points.

The formal motion made by Dr. Muir and adopted was that a bill be drafted amending the Penal Code by inserting in the latter the poison schedule of the Pharmacy law; that same be submitted to the Code Committee of the State Legislature, and if in their judgment it was wise to present such a bill to the Legislature, to do so and forward a copy to every local association; but if deemed unwise, to report the matter back to the State Association at the next meeting.

ILLEGAL SALES OF COCAINE.

Mr. Bradt declared that druggists in Syracuse and vicinity had been selling cocaine done up in packages like Rochelle salt, no attempt being made to register such sales. The State Board of Pharmacy, he said, had prosecuted such druggists, but they continued to sell cocaine in the same way. He asserted that the movement to have the registry requirement of the law stricken out was started because of those prosecutions.

Dr. Husted remarked that he for one hoped the board would continue to prosecute and make examples of such druggists.

Dr. Anderson called attention to the fact there is a law under which a person cannot legally sell soda water or cigars in the same place where liquors are sold. He thought some steps should be taken to have this changed, because some time druggists might get into difficulty on account of it. No action, however, was taken.

WOULD REDUCE THE FEDERAL LICENSE TAX.

Another matter that was brought up was the question of the Federal license fee of \$25 for the privilege of selling alcohol and spirituous liquors. The sentiment of the conference was that this tax was altogether too high; that being so high it was more or less a temptation to evade it in various ways and to violate the law; that if it were reduced more licenses would be taken out, the Government would obtain a larger revenue, and there would be less temptation to violate the law or defraud the Government. This Federal license fee has to be paid in addition to the State tax, which was advanced as another reason why it should be reduced. The matter will probably be taken up with the proper authorities in Washington this winter.

The Legislative Committee was instructed to take up the

question of securing a flat rate of \$5 as a Government tax for the sale of alcohol alone and to assist the N. A. R. D. and the A. Ph. A. in that movement. It was stated at the conference that Secretary of the Treasury Shaw had expressed himself as favorably disposed to the plan, which, he said, was feasible. The Legislative Committee was also instructed to aid the N. A. R. D. and A. Ph. A. in securing a reduction of the internal revenue tax on alcohol to 70 cents a proof gallon.

TO FORESTALL INDIVIDUAL TINKERING WITH THE LAW.

The conference put itself on record as opposed to the introduction of any measures relating to pharmacy which were not considered at the conference. The object of the Albany conference was to secure co-operation of druggists of the State on the measure or measures decided upon, and in passing the resolution just referred to a step was taken to forestall possible action on the part of any interests or group of interests that might see fit to introduce legislation on their own initiative. Should such independent action be taken it will, therefore, not receive the support of the State body. Of course any worthy bill that may be introduced in the interest of pharmacy will doubtless have the support of the organized pharmacists of the State, but the idea is to limit the amount of such legislation as far as possible, and to stand united on whatever bill or bills are introduced as a result of the Albany conference. The Legislative Committee will now start to draft the amendments to the Penal Code, and after submitting same to all associations of the State will probably call another conference, at which final action will be taken.

The conference adjourned at 1.30 and later in the afternoon called on the Lunacy Commission at the capitol. They were very cordially received by Dr. Mabon, president of the commission. Dr. Anderson, on behalf of the druggists of the State, thanked the commission for bettering the financial status of the apothecaries in the State service. (The salaries of these apothecaries were recently raised from \$40 and \$50 a month to \$75 a month.) Dr. Anderson expressed the hope that the commission would be able to raise the social status of the apothecaries, and Dr. Mabon said he would gladly do all in his power to that end. That matter was in the hands of the superintendents of the several institutions, he said, but he would recommend that their social standing be raised.

The members of the conference then called on Governor Odell, who was told that the druggists of the State would not ask for any legislation at the coming session of the Legislature except to harmonize the Penal Code and the State Pharmacy law as to provisions which now conflict.

Pass List of the Michigan Board.

At a meeting of the Michigan Board of Pharmacy, held in Grand Rapids, November 1, 2 and 3, the following candidates were granted certificates as registered pharmacists: John Ahrens, Byron L. Curtis, Albert F. Carrier, Vaughn R. Francis, John Foster, Charles R. Green, Arthur Hudnut, John N. Haan, O. B. Harper, A. Fred. Larmour, John Madsen, Lou D. Nordheim, Charles Pickett, John Roberts, Russell H. Reed, H. M. Rouse, John C. Squiers.

The following is a list of those who were granted certificates as assistant registered pharmacists: Wilbur L. Brown, Grover H. Burk, Fred. D. Barnum, Charles E. Brown, Austin C. Fauckboner, John Heyboer, Charles W. Hackney, George A. Mathews, Stanley Wilson, Frank Zolteriski.

North Carolina Board of Pharmacy.

The next meeting of the North Carolina Board of Pharmacy for the examination of candidates to practice pharmacy will be held in the city of Raleigh, Tuesday, December 6, 1904, at 9 o'clock. All candidates are asked to notify the secretary, F. W. Hancock, Oxford, at least one week prior to the meeting.

From an Ex-President of the A. Ph. A.

You publish a most excellent journal for a small price.
York, Pa., November 22.

JOHN F. PATTON.



Wm. Hoburg, Jr., Ph.G.

New York City Representative of the Maltine Mfg. Company.

William Hoburg, Jr. (class of 1893, N. Y. C. P.), has been intrusted with the New York City territory as the chief representative of the Maltine Manufacturing Company. Mr. Hoburg will call upon retail pharmacists, as well as upon physicians, and as he enjoys a wide and intimate acquaintance with the best class of New York city trade, through his long and active connection with the Alumni Association of the New York College of Pharmacy, his success in this field seems assured. Mr. Hoburg served for eight or nine years as secretary, and is now vice-president of the Alumni Association. He has been connected with the Maltine Manufacturing Company for a period of two years, being attached to the traveling force in Brooklyn, and latterly in New Jersey.

Chicago Drug Trade Club Election.

An unusual degree of interest was felt in the club election this year, with the result that a large number of members turned out on Thursday, December 1, to vote, the polls being open from 12 noon until 2 o'clock p.m. With a view to promote interest in the election, two complete sets of officers were nominated. The election resulted in the selection of the following:

President, F. S. Hereth; first vice-president, L. A. Becker; second vice-president, P. H. Mallen; secretary, V. C. Barber; treasurer, J. V. Pierce; member of the board of directors, R. D. Stevenson.

At six o'clock in the evening a complimentary dinner was tendered to the members, after which the new officers were installed, and the usual speech-making was indulged in.

The New Jersey Board Pass List.

The following applicants were successful at the examination of the New Jersey Board of Pharmacy held last October:

Registered Pharmacists: George Meyers, Paul O. L. Thielke, New York; Carl F. Dyna, Louis Klein, Brooklyn, N. Y.; Ralph Ernest Sherry, Yonkers, N. Y.; John Austin Roberts, Beverly; Richard Y. Good, Elizabeth; James Rodney Hodge, Hackensack; Albert Edel, Ralph Waldo Keim, Casimir Sulz, Jersey City; Maurice Danziz, Albert Hauser, Nathan I. Jacobson, Chester O. Padelford, Newark; J. M. Slaughter, Wildwood; Oscar N. Hinski, Merritt Shultz, Philadelphia, Pa.

Registered Assistants: Howard B. McAllister, Camden; Matthew H. Robinson, Elizabeth; Herman L. Doring, Jersey City; Augustus Dangler, Plainfield.

The next examination will be held January 19 and 20, 1905. The board has ordered the triennial re-registration to be made - January 1, 1905.

Greater New York News.

Charles K. Brown, of Deposit, N. Y., has won the Manhattan Scholarship established by the Manhattan Pharmaceutical Association. There were thirteen other candidates who took the examination. Mr. Brown is a junior at the New York College, 21 years old, and a graduate of Worcester Academy.

There has been a good deal of complaint from some quarters about the scarcity of drug clerks. If there is such a scarcity it is not likely to continue very long, judging from the number of candidates who are passing the board examinations. At the last examination 81 passed and at the previous examination 64 were successful.

Among the recent visitors in the local drug market were: J. Mack, manager of the Goodwin Drug Company, Hartford, Conn.; J. F. Failing, Albany; C. H. Garrison, Flushing; T. F. Benjamin, Riverhead, L. I.; H. P. Bissell, Ridgefield, Conn.; P. A. Brantigan, Mamaroneck; R. L. Palmer, Atlanta, Ga.; D. W. Baker, Trenton, N. J.

The Eastern Branch of the State Board of Pharmacy is hot on the trail of grocery stores and paint stores that are selling drugs, poisons, etc. Several cases have been found recently where grocers on the outskirts of the city have been selling drugs which the State pharmacy law does not allow them to handle. Right here in the city some of the paint stores have been caught selling poisons without registering the sales.

Lewis F. Richards, who for the past ten years has been associated with the works of the T. C. Wheaton & Co., at Millville, N. J., in the manufacture of prescription ware, has established himself at 144 Chambers street, where he will carry a full line of samples of the goods manufactured by that firm. Mr. Richards will be pleased to respond to telephone inquiries, his telephone number being 1351 Cortlandt.

At a special meeting of the Drug Trade Club, held on November 30, an amendment to the constitution was adopted, changing its name to "The Drug and Chemical Club." It is also understood that the limit of membership will be increased from its present size, 300, to 400, next year, when larger quarters will be occupied in a new building, adjoining the present structure, which is now in course of erection.

The special committee of the Kings County Society, appointed to investigate the advisability of affiliating with the N. A. R. D., will present a majority report at the next meeting. It is understood, in favor of affiliation. The report will recommend that the members join the N. A. R. D., and that the latter send its own representatives around to collect the \$4 dues from each member who is willing to join. The committee found a very strong sentiment in favor of affiliating.

The old saying, "There's more than one way out of a ten-acre lot," is well illustrated in connection with the recent ordinance of the Health Department restricting the sale of carbolic acid. A well-known retail druggist who is in a position to know said the other day that some druggists have a stock of physicians' prescriptions on hand so that if a customer comes in and wants some carbolic acid, but does not happen to have the required prescription, the necessary prescription is forthwith supplied.

The Alumni Association of the Brooklyn College of Pharmacy gave an entertainment and dance at the college last Wednesday night. The entertainment was given in the botanical room, while the dance took place in the alumni room proper, which was decorated with the association's colors. Music was furnished by a string orchestra, and the dancing continued until after midnight. The affair was a decided success in every way. The entertainment committee consisted of Edward Kleine, W. H. Wygant, W. G. Meister, W. J. Brockman and I. V. S. Stanislaus.

S. V. B. Swann had an expensive visit from thieves a couple of weeks or so ago at his flat. Mrs. Swann was away when the burglars got in and took about everything that they could, the total value of the stolen goods amounting to between \$700

and \$800. The alleged thief has been caught and positively identified by different people as the man who on the day of the robbery called at the apartments where Mr. Swann lives on the pretext of looking for a place to rent. Mr. Swann has been going the rounds of pawnshops the past few days and has recovered some of the stolen articles. Other people have suffered from visits from a burglar who is believed to be the same individual that relieved Mr. Swann of his household and other effects, and they were also in court the other day to testify. This makes three times that Mr. Swann has been robbed in the last two years or so, the other two robberies being at his store, Sixth avenue and Fifty-second street.

Examinations will be held by the Eastern Branch of the Board of Pharmacy on December 14 and 28. The examination on the 14th will be held at the New York College, but the place of holding the one on the 28th has not been announced. These examinations are to be held in accordance with the decision of the board, reached at a conference in Albany recently, to avoid as far as possible working any hardships on prospective young pharmacists as a result of the Prerequisite law, which takes effect on January next. The by-laws, it will be recalled, were suspended so that a man within six months of age or experience might be examined before January 1, and if accepted would receive his certificate on coming of age. It is expected that a large number of seniors will take one or the other of these exams. In the hope of being able to pass the board and thus escape the requirements of the Prerequisite law; because if they should wait until after next spring and should fail to graduate and receive a college diploma, they would be debarred from even coming before the board for examination until they did succeed in getting their diploma.

That quaintly named organization, the "Shooters' Shoot Club," of which Martin H. Smith, M. J. Breitenbach and Ed. G. Wells are leading spirits, enjoyed the first outing of the season last week at Hilsmere, the beautiful country seat of Mr. Smith, situated on Chesapeake Bay, at the mouth of South River, in Anne Arundel County, Md. The party numbered fourteen and included Ed. G. Wells, Martin H. Smith, Morris Mayer, Senator Stadtler, John Schlicht, Dr. J. MacDonald (official surgeon of the Shooters' Shoot Club), Alfred H. Kennedy (C. H. Crittenton Company) and a number of Annapolis boys. Mr. Kennedy made the star bit of the outing. Letting fly with both barrels at a covey of quail, he brought down a blue bird that was sitting on the fence some distance from the line of fire. Mr. Wells has evidently thoroughly mastered the intricacies of the hammerless trigger, for no casualties were reported. This is the last outing which Mr. Wells will take with the Shooters this year, since he leaves this week on a Western trip with the intention of spending the winter in California with his family. Many of his Western friends will be glad to learn of the opportunity they may soon have of shaking hands with "Tartarin de Mangan."

N. Y. C. P. Alumni Dinner.

The annual dinner of the Alumni Association of the College of Pharmacy of the City of New York will be held this year at the Hotel Cadillac, Forty-third street and Broadway, New York, on Wednesday evening, December 7, and the members, individually and collectively, are working like Trojans to make this year's affair eclipse all preceding events. A menu of unusual excellence has been ordered, and the Entertainment Committee has arranged for a vaudeville show which will surpass anything heretofore attempted. E. B. Wendler, 905 East 165th street, is chairman of this committee, and he has as assistants Dr. George C. Diekman, Charles S. Erb, William Hoburg, Jr., and Henry J. Bender. In view of the expected large attendance, members are urged to make immediate application for tickets, which can be obtained at the college or at either of the following addresses: Fred Borggreve, 739 Sixth avenue, near Forty-second street; Charles S. Erb, 121 Amsterdam avenue, and E. P. Wendler, 905 East 165th street.

Who Knows J. M. Berman?

Drug circles in this city and elsewhere would be very glad to learn something definite about a man who goes by the name and address of J. M. Berman, wholesale dealer in oils, druggists' sundries and specialties, at 181 Pearl street. Druggists and others have heard a good deal about this man, but the information is of the kind that doesn't satisfy. There is a reputable dealer in sundries by the name of J. M. Berman, whose place of business is 156 Broome street and who is well rated by the mercantile agencies; but he says he knows nothing of his namesake except that he has had letters from some of his customers relating to orders which he never sent. When a representative of the *AMERICAN DRUGGIST* called at the Pearl street office he found the place closed. He was told by responsible parties that there was not much chance of finding any one at the office, and less chance of finding Berman himself. The latter very seldom put in an appearance there, it was explained. The office was rented about two months ago, the rent being paid in advance, but more rent was due November 1. At the offices of the lawyers for the estate at 181 Pearl street it was said that Berman had given a number of references, but that the latter had replied that they knew nothing about him. A party connected with one of the offices in the same building where this Mr. Berman makes his headquarters said that many people had been calling there and inquiring for Berman, but were never able to find him. Among the callers, this party said, was the captain of that police precinct.

Pharmaceutical Mfg. Company Dissolves.

The Pharmaceutical Mfg. Company, which was organized some three years ago by prominent retail druggists of this city, was dissolved on November 18 at a meeting at which two-thirds of the stock was represented. The company was incorporated with an authorized capital stock of \$20,000. The intention was to have 200 members, each member being allowed to subscribe for four shares of \$25 each. The object of the company was to manufacture pharmaceutical preparations used chiefly by physicians in prescriptions, and incidentally to carry on the business of a buying club. The officers were George H. Hitchcock, president; Fred. Wichelns, vice-president; Bruno R. Dauscha, secretary, and S. F. Haddad, treasurer. There was also a Board of Directors. There were at the time of the dissolution about 50 members or stockholders, controlling in all some 60 stores. The factory and headquarters were at 58 Warren street.

An official of the company told a representative of the *AMERICAN DRUGGIST* that the main cause of the dissolution was lack of interest among the stockholders. Furthermore, the company had figured on doing business on a 3 per cent. margin on the goods bought and sold, but this had been found too small a margin. The company had counted on working up a good demand for the articles it manufactured, but it seems the various members did not push these preparations hard enough, with the result that their sale was not as large as had been expected. In view of these facts, he said it had been deemed best by members representing two-thirds of the stock to discontinue the business. There was no financial loss entailed, he declared, the company squaring off all indebtedness at the time of dissolution.

Activity of the Drug Clerks' Circle.

An enthusiastic and largely attended meeting of the Drug Clerks' Circle was held on Wednesday evening, November 23. The principal topic of discussion was the coming annual ball which will take place on Wednesday evening, December 28, at Terrace Garden. Unusual interest was manifested at the meeting in this annual social function and everybody present was anxious to serve on a committee. The Circle has given a ball every year since it was organized, and each event seems to have been more popular and more successful than the one preceding it. Elaborate preparations are being made to make this

year's affair outshine all others. Chairman Coppersmith, of the Committee of Arrangements, is a hustler. It took him less than two days after his appointment as chairman to get show cards printed, signs painted and ready to be posted in different parts of the city, and tickets prepared for distribution. Other members have also been working very faithfully.

Several new members were admitted at the meeting, and the following officers were elected: Ph. Lewey, president; J. Gollobin, vice-president; Dr. Jos. Kahn, treasurer; Ph. Halpin, corresponding secretary; John Nisselson, financial secretary; D. A. Lutz, recording secretary; J. A. Braudy and J. Bernstein trustees; Sam. Norman, sergeant-at-arms.

WESTERN NEW YORK.**Results of the Board Examination—Pharmacist Politicians—New Check Swindler—The Trading Stamp Evil—Looking to the N. A. R. D. for Relief.**

(From our Regular Correspondent.)

Buffalo, December 1.—At the November examination given by the Western Branch of the State Board of Pharmacy, 25 candidates for diplomas appeared and the following were successful: Pharmacists—Walter L. Carlson, Jesse L. Edmond, Sidney C. James, Lillian Viola Jefferson, George A. Small, Joseph B. Zackheim; druggists—Gertrude Keenan, Ernst Lambert. Mr. Carlson is located in Jamestown; Mr. Edmond lives at Cohocton and is about to buy a store; Mr. James is at the Faxon store, Niagara Falls; Mr. Small is in the Lyon pharmacy at Westfield; Mr. Zackheim lives in Buffalo and is out of business at present; Mr. Lambert is located on Massachusetts avenue, Buffalo; Miss Jefferson is at Dr. Gregory's pharmacy, Buffalo; Miss Keenan is at the Palmer pharmacy, Olean.

LOCAL ELECTION OUTLOOK.

Buffalo was not very deep in the late election, as there were few local offices to fill, but there is already considerable scoring up for the big city scrimmage of next fall. Mayor Knight has announced that he will not stand for re-election, so the slate makers are actively engaged in filling his place. One of the people who are in the list published a few days ago is druggist-councilman Thomas Stoddart, who has labored hard and well for the city since his election as a member of the upper house. It now looks as though druggist Neil McEachren would be elected President of the Board of Aldermen at the beginning of the year. Already some of his opponents have dropped out. If he is the choice will speak well for the good intentions of the members, for he has announced that he will give no pledges. He is thoroughly honest and fearless, and it is understood that he will cut out all of the "gang" features in the committees.

ANOTHER CHECK VICTIM.

Still the Buffalo druggist falls victim to the sharper who wants a rush prescription filled. The other day a man hurried into the pharmacy of George B. Rogers, of Michigan street, and directed a certain prescription to be put up and sent to a house he named. The boy was to bring change for a \$20 bill. When the boy reached the neighborhood of the house he found the man waiting for him in a still greater hurry and paid over his change for a check on a broken Buffalo bank.

THE TRADING STAMP EVIL.

The local association is at present doing nothing, as it has run against a snag that it holding it up very solidly just now. It is marked "trading stamps" in very plain letters. All of the big concerns that deal in drugs are apparently about as anxious to come to an understanding as the retail druggists are, but one department store is wedded to stamps and some of the others will have nothing to do with an agreement that permits them. Then there are outlying druggists, who urge stringent measures and kick about paying large dues to an association that does nothing. The association finds that to cut off the big stores would make it necessary to include the druggists located near them, as they must be allowed to compete with the trade of their vicinity.

WAITING ORDERS.

So the association has placed itself in the hands of the National Association and is waiting. Much is expected of the proprietaries that are entering on contracts to sell their goods only to price maintainers. The Peruna people are covering the city with special agents and promise to shut out every store that will not maintain prices. Others are getting ready to do the same. Dr. R. V. Pierce has sent assurances to all that he will soon be ready to take up the case in the same way. Those proprietaries that are doing nothing are given the cold shoulder.

ONE PROPRIETOR SHUT OUT.

A while ago a representative of a well-known patent medicine house stopped off with a big lot of window displays—enough to cover a hundred stores. The retail druggists made a stand against him and he left town. He soon returned with a special plea for quarter, but they told him that his house would not protect them and they had no use for them. He came back a third time and then shipped his displays away.

THE BUFFALO COLLEGE OF PHARMACY

has sent a list of 161 matriculates to the Regents at Albany as coming under the new Prerequisite Pharmacy law. This is the largest number ever in the college. There is a committee at work on the festivities of University Day, which will probably be held on Lincoln's Birthday, instead of Washington's, as formerly, as it will then coincide with certain entertainments given by the students. A new laboratory is fitting up at the university for Dr. Ernest Wende, professor of botany and microscopy, for the better carrying on of his course of instruction. The university has no football team this year, but Dr. Simpson, of the pathology department of the medical college, is preparing an address showing the need of work for the getting up of one next year.

BUFFALO NEWS ITEMS.

The red cross trade of Johnson & Johnson took a step forward last month on the visit to his regular customers here of L. E. Treat, who is as welcome to every one as ever.

L. D. Worden, long the visible part of the well-known New York house of Schleffelin & Co., covered the city in its interest during the past month and will be welcome when he comes back.

Edwin H. Powell, who carries a general line of the good things for druggists produced by Lehn & Fink, went the Buffalo round, retail as well as wholesale, and did the usual good business.

Merck & Co. send us their best man, W. J. Whitman, in the interest of their drug specialties, and find that he did not make his late trip here for nothing, nor has he gone away unpatronized on former visits.

J. A. Lockie, Buffalo pharmacist, whose activity in State and national affairs has made him well known everywhere, is obliged to remain away from his home at present on account of his wife and daughter having scarlet fever. He hardly expects that the quarantine will be raised before Christmas.

College of Pharmacy Not Taxable.

Louisville, Ky., October 28.—Judge Paynter, of the Court of Appeals, in Frankfort yesterday handed down a decision reversing the Jefferson Chancery Court, First Division, in a tax case of the Louisville College of Pharmacy against the city of Louisville, and ruling that the institution is exempt from taxation. The case was considered by the entire court, Chief Justice Burnam and Judges Nunn and Hobson dissenting from the majority opinion.

The suit was brought by the city of Louisville to recover taxes for the years 1892 to 1899 on the College of Pharmacy property, at First and Chestnut streets. The defense was that the property was exempt on the ground that it was used for purposes of education and not for gain. The lower court held the property taxable.

MASSACHUSETTS.

Massachusetts Officers Entertain Students—Classes Elect Officers—B. A. R. D. Actively at Work—General News of the Hub.

(From our Regular Correspondent.)

Boston, December 1.—There was a merry gathering at the rooms of the M. C. P. on the evening of November 16, the occasion being the first entertainment ever tendered the students and lady friends by the trustees and faculty. President Wheeler officiated as master of ceremonies. The beginning of the function was a reception in the library, which had been decorated with college colors. Several members of the senior class acted as ushers for the fledglings. An entertainment followed, in which reading, recitations, music and applause were features. Then the youthful enthusiasts indulged in some college cheering, the vocal outburst ending with the announcement of refreshments, which were served in the chemical lecture hall. Dancing until midnight was the closing portion of the programme. The affair was pronounced a success by the participants of all ages.

CLASS OFFICERS ELECTED.

Both classes at the M. C. P. have organized, the seniors being officered as follows: President, M. F. Donnelly; vice-president, C. H. Hart; secretary, F. C. Reeves, and treasurer, Hyman Alkon. The juniors have chosen the following officers: President, O. P. Doonan; vice-president, Mr. Robillard; secretary, Miss Cullinen, and treasurer, Mr. Clement.

WHERE THE '04 MEN ARE LOCATED.

W. F. Howes, Ph. C., '04, has accepted a responsible position with the E. L. Patch Company at Stoneham; K. W. Hosmer, Ph. C., '04, is temporarily assisting his father in building operations at Burlington; Edgar B. Hawkes, Ph. C., '04, is doing chemical work at a Watertown soap factory; Evan G. Goodale, Pharm. D., '03, is now in charge of the laboratory of the Eastern Drug Company; Arthur A. Jackson, Ph. C., '02, has accepted a position with a new specialty house located in Somerville. Archie E. Picken and John R. Sawyer, both of the class of '03, M. C. P., opened their new store, Center street, Jamaica Plain, on the evening of November 26. It is a finely appointed establishment and its appearance brought many compliments to this new partnership.

BOSTON ASSOCIATION TO ISSUE A BULLETIN.

Events in B. A. R. D. circles are moving smoothly. It has been decided to issue a bulletin, after the plan in operation in Philadelphia, but as yet the details are in embryo. The editorial work, however, will be in charge of C. P. Flynn, of South Boston. There has been much inquiry as to when the contracts of the Peruna Company went into effect, it being thought at first that they were operative as soon as signed. To definitely settle this question Secretary Tobin addressed a communication to this concern. In reply the company wrote that when 30,000 contracts had been signed the price would be placed at 83 cents. Consequently Secretary Tobin feels that the subject should receive immediate attention because of the fact that the plan is inoperative until the above number of contracts are signed.

The day before Thanksgiving was fittingly observed at the offices of the Mellin's Food Company.

TALKED ABOUT.

Secretary Tobin, of the B. A. R. D., has entirely recovered from his recent indisposition.

Both ex-Representatives Gavin and Gaylord succeeded in securing aldermanic nominations, and their names will appear on the ballot at the December election. Mr. Gavin is a Democrat and Mr. Gaylord a Republican.

S. A. D. Sheppard, Ph. G., treasurer of the A. Ph. A., has gone to Pinehurst, N. C., for a stay of five to six months' duration. Mr. Sheppard's health is not of the best, and he will not return until the advent of mild weather.

PENNSYLVANIA.

P. A. R. D. to Discipline Retailers—Attempted Robbery on Chestnut Street—Better Terms Wanted on Pinkham's Goods.*(From our Regular Correspondent.)*

Philadelphia, December 1.—Although there is not much talk being indulged in by the officers of the Philadelphia Association of Retail Druggists, there is considerable quiet work being done. A close watch is being kept on all jobbers who are supplying goods to retailers who will not abide by the price-list agreed upon by the members of the association. It is said that there are a couple in this city that will be dealt with within a short time. All the evidence against them has been collected and, unless there is a change in the method of doing business, action will be taken by the association. The retailers are more closely united than ever before. There are very few cut rate drug stores in the city and it is thought that within a given time that they will also be brought into line. After the first of the year there is to be a more determined effort to secure the co-operation of all the retail druggists.

A BOLD ATTEMPT AT ROBBERY.

On November 25 an attempt was made to rob the drug store of Jacob Brothers, 1015 Chestnut street. There is no portion of the city that is better lighted than Tenth and Chestnut streets. The burglars had pried off a big padlock and sawed away a strip over a foot long from the massive mahogany door before they were frightened off. This drug store was about the only retail store on Chestnut street that was open on Thanksgiving Day. A big business was done and there was considerably over \$1,000 in cash in the store. The matter is in the hands of the detectives, who pronounce it the work of professionals.

JOBBERS INTERVIEW PINKHAM.

An effort is being made by a number of the wholesale druggists to secure better terms from the Lydia Pinkham Company. With this object in view, a committee went to Boston last week to have a conference with the officers of the company. What the result was the members of the committee refuse to state.

PHILADELPHIA NEWS ITEMS.

J. H. Craig, of Slatington, Pa., has sold his store.

Charles Leedom has returned from a successful gunning trip to Virginia.

Lawson C. Funk, a West Philadelphia Druggist, has been re-elected to Common Council.

G. M. Souder, of Atlantic City, has been succeeded by Parker Clarke, of Atlantic City.

Thomas Kerlin, who so ably represents Rosengarten & Sons, has been up Boston way on his vacation. He had a royal good time.

M. N. Kline did not return with the Philadelphia delegation from the N. W. D. A. meeting at New Orleans, having gone to St. Louis on business.

Dr. W. F. Ridgway, the well-known Atlantic City druggist, is spending the winter in Germany, taking a post-graduate course at one of the leading universities.

Some surprises were sprung in the Drug Bowling League last week. The College of Pharmacy defeated the J. Ellwood Lee Company, and the Blues accomplished the same.

C. D. B. Balbirnee, of Thirteenth and Jefferson streets, has leased the property at the corner of Chelton and Wayne avenues, Germantown, where he will open a first-class store.

Mrs. Schenck, the mother of Dr. J. H. Schenck, died at her residence on November 16. She was the wife of the founder of the well-known firm of Dr. J. H. Schenck & Son, whose place of business is at the corner of Sixth and Arch streets.

C. A. Eckels, the many-store man, has had his automobile ardor somewhat dampened, having to leave his machine behind in the wilds of Pennsylvania and return by train. He encountered a severe snowstorm and, to add to his discomforts, his machine broke down.

John Parse, a popular and efficient drug clerk, died suddenly. He was formerly employed with Francis S. Hughes, at Fifteenth and Oxford streets, and latterly with Dr. A. T. Pollard, at the Fifteenth and Locust street store. His death was caused by neuralgia of the heart.

George Lueders & Co., the well-known oil men of New York City, have established a house in this city on North Tenth street, where a full line of all kinds of essential and expressed oils used in pharmacy will be stored. A. B. Willson is in charge, which is a guarantee of success.

George Gregorious, who, in addition to owning two drug stores in New York City, is also the president of the Consolidated Drug Company, has been visiting his friends in this city and Baltimore. He reports phenomenal progress with his wholesale business, and it will not be long ere it will have to move to larger quarters.

The time is approaching when an election for a new president of the P. A. R. D. will occur. The logical candidate is Dr. A. T. Pollard, and there is no doubt but that he can have the honor if he wants it, but as he is the owner of two drug stores and a director in the Philadelphia Wholesale Drug Company, there is some doubt if he will accept, as his time is pretty well taken up. Another name that is mentioned in connection with the office of president is that of David J. Reese, who was for some time the recording secretary of the organization. Mr. Reese is a good man for the place, as he is full of energy and thoroughly believes in the P. A. R. D. Dr. Pollard is now the chairman of the Executive Committee, and he is the best one they ever had. What he undertakes to do is always accomplished in the best possible way. The nominations will be made on the 29th of this month.

NORTHERN OHIO.**Judgments Against Zimmerman & Co. of Wooster—Ohio Board to Enforce Antinarcotic Law—Active Crusade in Cleveland.***(From our Regular Correspondent.)*

Cleveland, November 28.—As a result of the closing of the Wooster National Bank, Wooster, a few days ago judgments have been taken against Zimmerman & Co., wholesale druggists and grocers of that place, and the sheriff has taken charge of the stock on two cognovit notes, aggregating \$22,000, given by L. P. Ohlinger and J. Robert Zimmerman to the bank. Receiver Lynch of the bank brought the suits. Mr. Ohlinger was president and cashier of the bank and Mr. Zimmerman was managing director. The two were partners in the wholesale house, which has been in business more than 50 years. The bank had also a long and honorable record. The two men have left the town and nothing has been heard of them. It is stated that a petition in bankruptcy will be filed against the wholesale firm in a few days and steps will be taken to save everything possible for the creditors. Both Mr. Ohlinger and Mr. Zimmerman stood high in the estimation of the business world, and their disappearance following the failure of the bank and wholesale house has caused a great deal of comment. Depositors and claimants are urging the payment of their money and business in the little town is practically at a standstill.

TO ENFORCE ANTINARCOTIC LAW.

Secretary W. R. Ogier, of the State Board of Pharmacy, has written the police department of this city that he will lend all the aid possible in putting down the illegal sale of cocaine, morphine and other such poisons. He says the law gives the board authority to revoke the license of a druggist found guilty of gross immorality, and that the attorney-general has assured him that the board will have power to act in the case of such men as sell poisons of this kind illegally, especially to children and minors. This is the first time the board has ever contemplated such a step and Mr. Ogier says for that reason the first case the board deals with should be a very aggravated one. He asks the department to first place the pharmacist upon trial and the board will act, if necessary, from the evidence thus produced. Mr. Ogier feels that the revocation of a license

would have far more effect on this business than anything else, although the pharmacy laws of the State are very severe.

CLEVELAND LEADS CRUSADE.

Cleveland is the first city to make a crusade against this evil, but other towns in the State have made complaint. Toledo some time ago was stirred up over cases of this kind and complaints have come from many other places. No doubt all honorable pharmacists will be glad to see the business put down and will aid in every way they can to that end.

SOUTHERN OHIO.

Ohio Valley Druggists' Association Elects Officers—N. A. R. D. Endorsement Reaffirmed—The Merrell Loss Fully Covered by Insurance.

(From our Regular Correspondent.)

Cincinnati, December 1.—Only about forty members attended the annual meeting of the Ohio Valley Druggists' Association at the Odd Fellows' Hall, November 22. A number of druggists sent messages stating that on account of lack of clerks they were unable to be present. Dr. A. O. Zwick was re-elected president and the following other officers were elected: First vice-president, A. D. Wells; second vice-president, F. W. Kisker; third vice-president, Henry Spechtold and Henry Elchler, tie; treasurer, Robert Groenland; secretary, H. B. Waltherman. Members of the Board of Control: For Cincinnati, Edward Voss, Jr., Otto Groenland and E. H. Thising; for Hamilton, Wm. Howe; for Covington, C. A. Willenbrink; for Newport, George Wilhelmi and T. J. Weldrich, tie. In the two instances in which the vote was a tie, a decision will be made later. At the annual meeting there were four applications for membership, and it was decided to make a vigorous campaign to increase the membership. The report of the delegates to the N. A. R. D. was read and the following resolutions were adopted:

Resolved, That we do all in our power to further the plan of the Peruna and Wells-Richardson companies, and that we heartily favor the adoption of the contract and serial numbering plan.

THE MERRELL FIRE.

As stated in the special telegram published in the preceding issue, the William S. Merrell Chemical Company, at Fifth and Pike streets, was visited by a dangerous fire on Thursday afternoon, November 17. In some unaccountable manner a quantity of alcohol exploded and soon a large portion of the extract department was on fire. A ten-blow alarm was sent in, and after a hard fight the flames were subdued. Several explosions occurred during the progress of the fire, but no one was hurt. The damage amounted to \$15,000, of which about \$3,000 was on the building. There was full insurance.

CINCINNATI ITEMS.

D. R. Byard, formerly of Warren, has opened a store at Hamilton.

Isadore Blumenthal has purchased L. Kramer's store, at Woodburn and Fairfax avenues.

Zanesville druggists have abandoned their efforts to reach an agreement to close on Sunday.

Burglars blew open the safe and secured \$300 from Burris & Shaw's store, at Danville, Ohio.

Albert Cox, a Covington druggist, fired six shots at a burglar a few nights ago.

William Pond, an old druggist, who conducted many stores in various Ohio towns, died at Warren.

The fact that Druggist Howard Jenkins, of Reading, near Cincinnati, and Miss Sadie Jones, of Covington, were married secretly last September has just leaked out.

Henry Wesl, a Salina druggist, who was prosecuted by the Anti-Saloon people, has turned the tables and sworn out a warrant charging the agent of the Anti-Saloon League who testified against him with perjury.

George Merrell and the other Cincinnatians returned from the Wholesale Druggists' convention at New Orleans, and secured the 1906 meeting for Cincinnati. Next year's meeting will be held in New York.

THE SOUTH.

The Drug Clerks' Ball—A Close Call for the Parker-Blake Company—Changes in the Trade.

(From our Regular Correspondent.)

New Orleans, La., December 1.—Little out of the ordinary has followed in the wake of the thoroughly successful convention held here two weeks ago. The drug trade has reverted back to its usual quiet, and there is little of consequence going on.

The first annual ball, given November 18, by the Retail Drug Clerks' Association of Louisiana, was one of the most successful events given in a long time. The ball took place at Odd Fellows' Hall, in Camp street, and was largely attended. The committee having charge of all arrangements, and which was largely responsible for the unparalleled success of the ball, was composed of Eugene H. Daste, chairman; William H. Voelker, A. J. Ferry, Hugh A. Brown, John Paquette, J. B. Casey, Arnold Troxler, P. J. Bertrand, Thomas W. Richardson, Joseph H. Dunn, E. Koeckert, J. J. Grasser, R. L. McHenry, L. Bacas, Henry Welsch, and Jos. Fuerstenberg.

FIRE AT THE PARKER-BLAKE COMPANY'S STORE.

The promptness of its employees in handling the fire apparatuses prevented a disastrous fire in the big store of the Parker-Blake Company, Saturday, November 19. A quantity of combustible material came in contact with a hot stove and the blaze was started. It was 9.45 a.m. when the fire occurred. The alarm was immediately sounded and the employees responded willingly. Before the engines of the local fire department arrived the fire had been extinguished. Only slight damage was done, whereas but for the promptness of the company's employees the fire might have resulted in a big loss. C. C. Johnston, treasurer of the company, after the excitement had abated to some extent called the employees together and said to them: "We sincerely thank our entire force for the prompt and effective way in which they handled what might have been a most disastrous fire this morning, and wish to say to those who fought the flames that if they have suffered any damage we will be glad to make immediate compensation. The zealous interest which was shown this morning confirms me in the belief that each man in our establishment has the true Parker-Blake spirit."

MINOR NEWS NOTES.

The Elk Drug Company is the latest addition to the trade at Gulfport, Miss.

The three Jones Brothers will establish themselves in a thoroughly modern drug business at Gulfport.

A. H. Sample, who formerly managed the Bunkle drug store, is now manager of the Lecompte Drug Company's store.

R. C. Abby, a well-known Monroe druggist, who for some time was in Pine Bluff, Ark., on October 1 accepted a position with Allen's pharmacy at Monroe.

The Orleans Pharmaceutical Association at its last meeting transacted routine business only. Reports of officers and communications were heard.

B. D. Cooksey, formerly with the Hicks Drug Company, of Shreveport, La., has accepted a position with the Economy Drug Store at Rayville, La.

George Vidrine, who was connected with the Rapides Drug Company, of Alexandria, La., for some time, has taken charge of the Merchants' Drug Company's store at Mer Rouge, La.

Hardy & McDonald, of Jonesboro, La., have purchased the business of the Dodson Drug Company, at Dodson, La. They are having a brick building built and will open a first-class store at that point. Henry Scroggins, who had charge of the Dodson store for Hardy & McDonald, has resigned and entered Tulane University to study medicine.

ILLINOIS.

Still Another Druggists' Organization—Starts with a Membership of Fifty—Social Purposes in View—A Veteran Druggist Retires from the Field—Interesting Meeting of the C. V. D. A.—News and Notes of the Trade.

(From our Regular Correspondent.)

Chicago, November 29.—The Druggists' Social Club of Chicago has been formed as the result of a meeting at the Sherman House, which was attended by a number of representative retailers. About 50 druggists have been enrolled as charter members. It was decided to extend the time for charter enrollment to January 1, so the list will undoubtedly be increased. The organization of the club was marked by the election of the following officers: President, Iver L. Quales; vice-president, W. W. Klor; secretary, Henry F. Schafer; treasurer, Joseph F. McDonald.

Col. C. M. Carr, the editor of N. A. R. D. Notes, was appointed chairman of a committee that is to draft the by-laws, the other members being F. J. Hoey, J. P. Garner, Herman Fry, Louis Kaminsky and Joseph F. McDonald. Another meeting is to be held at the Sherman House, December 3. Alex Harris was chosen chairman of the Entertainment Committee and was given power to select his associates. The initiation for charter members is to be one-half of the regular fee. A social programme for the winter is to be mapped out by the organization as soon as everything is in running order.

RETIREMENT OF A VETERAN.

George A. Graves, the veteran druggist, who has taken active part in the N. A. R. D. work and other movements for the advancement of the trade, has decided to quit the drug business for the present at least. He has sold his store at Ellis avenue and Oakwood boulevard to Herman A. Yates, of the Yates pharmacy in Lake View. Mr. Graves established this store nine years ago and has built up an excellent business. He formerly had two stores. It was in 1889 that Mr. Graves came to Chicago from Fon du Lac, Wis. Since then he has occupied many important positions. He was the first secretary of the Fourth District Association, which is in Hyde Park. In 1901-2 he was president of the Chicago Retail Druggists' Association. He has not been in the best of health of late and retires in order to rest and recuperate.

THE CHICAGO VETERAN DRUGGISTS' ASSOCIATION

had an interesting meeting at the last quarterly assemblage of the members. Albert E. Ebert read the second part of his "History of the Chicago Drug Trade." W. H. Gale read his reminiscences. Both these papers contained much valuable information. H. Biroth read the record of his apprenticeship under Dr. F. Mahla, the eminent old time chemist. F. Mahla, who is now in Berlin, was elected an associate member. Judge Bradwell, who is an associate member, was present, in spite of his recent severe illness and the weakness which has resulted from it. Mr. Blocki, the corresponding secretary, was presented with the "grand prize," awarded to him at St. Louis. The prize was a penwiper with a small stein attached. On the stein was the inscription, "It's a long time between drinks." The next meeting is to be held in February.

PETER VAN SCHAAK VERY LOW.

The wholesale and retail trade will learn with some concern of the serious illness of Peter Van Schaack, of Chicago. At last reports Mr. Van Schaack was being kept alive with oxygen during a crisis in an attack of pneumonia. Mr. Van Schaack has been for so long a time before the pharmacists of the country and is such a well-known figure that news of his illness will cause widespread regret.

CHICAGO NEWS NOTES.

F. H. Ahlborn has purchased the Moore store in Edgewater.

The Silverthorn store, at Forty-seventh street and Calumet avenue, has passed into the hands of McLean & Fryer.

A. J. Jehlik has opened a new store at West Twenty-sixth street and Homan avenue.

S. J. Brown, of Stillwater, O. T., has bought the G. W. Tucker pharmacy at 2402 Cottage Grove avenue.

M. F. Thometz, formerly in business at Harrison and Dearborn streets, has opened a store in Blue Island.

B. M. Norton, Rush and Ohio streets, has been succeeded by Henry G. Moyer, formerly manager at Fraser & Co.'s store.

Howk, Vignold & Sanford have purchased the drug store of W. T. Braun, at the corner of Cottage Grove avenue and Thirty-first street.

The store of the Sterling Drug Company, 198 La Salle street, is in the hands of a receiver. This was a cut-rate establishment.

C. Tonneson is now in business at 2109 West Lake street. He was formerly with the Christenson pharmacy, on North avenue.

A new store has been opened by Schmidt Bros. & Co. at the old location of F. J. Schmidt, at Seventy-first street and Cottage Grove avenue.

Adolph Brendecke, proprietor of the Central Pharmacy, 260 West Randolph street, has been fined \$100 and costs by Justice Chott on the charge of selling cocaine. He was promptly re-arrested on the same charge. Brendecke has been fined several times.

Frank Moss, 18 years old, was fined \$25 and costs by Justice Prindiville recently on complaint of Peter Van Schaack & Sons, wholesale druggists, who formerly employed him. It is said that Moss had been securing cigars by means of fraudulent orders.

An exhibition of drug sundries, patent medicines, toilet preparations, etc., is to be opened in the Coliseum in the latter part of February. It will remain open for seven days. B. F. Claggett is to manage the enterprise. His address is the Coliseum Building.

The State Board of Pharmacy had a meeting during the week of November 20, and many applicants presented themselves for examination. The next meeting will take place in Springfield, January 24. A meeting in Chicago, February 14, will follow.

The firm of G. D. Searle & Co., 128 East Ohio street, has been organized by G. D. Searle, who was formerly with the Searle & Hereth Company. The firm has entered the field of pharmaceutical chemistry.

WESTERN NEWS BRIEFS.

Howells, Neb.—E. H. Masny has purchased the drug business of R. Balaben.

Greenfield, Neb.—S. Y. & P. C. Cornell have succeeded to the business of the Cornell Drug Company, C. A. Mathes having withdrawn.

Medical Lake, Wash.—W. A. Harris is opening a new drug store at this point.

Rexburg, Idaho.—Orso Waldron has established himself in the drug business.

Vinton, Iowa.—Hoffman & Thompson have succeeded to the drug business of C. F. Hoffman.

Humansville, Mo.—R. S. Spencer has purchased the drug store of Larew Bros.

Palestine, Texas.—Cutter & Eastland have sustained a total fire loss in their drug store. They had insurance of \$4,000.

Troup, Texas.—W. N. Johnston & Co. have sold their drug store to Brittain & Co.

Stamford, Texas.—Smith & Smith have sold their drug store to Harrell & Cooper.

Girard, Kas.—M. J. Dry has engaged in the drug business at this point.

Utica, Kas.—J. E. Atwood has just established himself in the drug business here.

Amoret, Mo.—D. W. Littlejohn has been succeeded in the drug business by Phillips & Littlejohn.

Columbus, Neb.—J. R. Carter has purchased an interest in the drug store of G. H. McClintock.

The Drug and Chemical Market

The prices quoted in this report are those current in the wholesale market, and higher prices are paid for retail lots.
The quality of goods frequently necessitates a wide range of prices.

Condition of Trade.

NEW YORK December 3, 1904.

The demand for drugs and chemicals in the interval since our last report has not been very heavy, though considerable business has been done in winter necessities. Stock additions are being made with some caution in view of the near approach of stock-taking time, when the annual inventory is made. The jobbing movement continues of average proportions, dealers who carry an assortment of fancy lines for the holiday trade reporting an especially good demand. Some important fluctuations in value are noted. Chloroform is lower from the hands of manufacturers, while the price of camphor has been advanced several times since our last. An advance in the price of the metal bismuth has influenced manufacturers to quote a higher range for the various salts and preparations, and the new schedule will be found in the detailed report below. Menthol shows no improvement and a further decline in value has not served to lend any animation to the market. Ammonia preparations are listed on a new and higher schedule, manufacturers having recently reached an agreement regarding prices. The general tendency of values on most lines continues upward, the majority of changes noted in the succeeding paragraphs being for the better:

HIGHER.

Camphor,
Nux vomica,
Bismuth preparations,
Wild cherry bark,
Lycopodium,
Oil citronella,
Carnauba wax,
Camphor monobromated,
Blue vitriol,
White pine bark,
Gamboge,
Gum mastic,

LOWER

Menthol,
Chloroform,
Cantharides,
Sarsaparilla (Mexican),
Saffron (Valencia),
Golden seal root,
Cotton root bark.

Drugs.

Alcohol continues to offer at the previous range of \$2.40 to \$2.42, net, as to quantity, and is passing out quite actively into consuming channels. The advance in corn has influenced a firm tone, and some dealers entertain expectations of an early advance.

Arnica flowers have been in better request, and the available supply is well sustained at 9½c to 10½c.

Balsams.—Copaiba, Central American, is in moderate jobbing demand and steady at 30½c to 35c. Fir, Canada, maintains its previous firm position, with sales in a small way at \$3.50 to \$3.60; Oregon held and selling at 90c to \$1.00. Peru continues to offer at \$1.10 to \$1.15, but trading as a rule is confined to small and unimportant quantities. Tolu is in moderate demand, with sales at 21c to 23c.

Barks.—Bayberry is in light supply and wanted, with 8½c to 9c asked. Black haw has sold at 20c and up to 22c is asked, according to holder. Cascara sagrada shows no action of any consequence; jobbing sales of new bark at 7½c, and old at 16c. Cotton root is offered more freely in consequence of recent stock accessions, due to the delivery of new crop, with sales reported at 20c to 30c. Cramp is still held with considerable firmness in the face of present scarcity, and limited quantities only are offering at the range of 17c to 20c. Sassafras is meeting with a good demand and values are firmly maintained at 14c to 15c. White pine is seasonably active and the market has advanced to 6½c to 7c, as to quantity, with very little obtainable at the lower figure. Wild cherry continues scarce

and wanted, with 6c to 9c generally quoted, as to quality and quantity.

Buchu leaves, short, are yet offered at the range of 15c to 18½c, the outside figure being for prime green, which are in light supply.

Cacao butter is in moderate consumptive demand, with importers quoting the former basis of 31c to 34c for bulk, as to brand, quantity and seller.

Cantharides, Russian, are offered more freely and at lower prices, sales being reported at \$1.25, though as high as \$1.60 is asked for prime files. Chinese are generally quoted at 60c, though we hear of sales at 55c.

Chamomile flowers are in demand and values are steady at the range of 12c to 16c for Roman, and 9c to 15c for German.

Codliver oil has been in better demand since our last, and the market is steadier, though prices show no change from our last, Norwegian being held at \$48.00 to \$60.00, and Newfoundland at \$40.00 to \$43.00, as to quality and quantity.

Colocynth apples are not actively inquired for, but the limited available supply and reports of an advancing market abroad contribute to firmness, and holders offer sparingly at 34c to 37c for Trieste, and 27c to 28c for Spanish.

Cuttlefish bone remains quiet, but stocks are not urged in excess of trade requirements, 14½c to 15c being asked for Trieste, and 45c and upward for small jewelers'.

Ergot is without action of importance, but the market appears steady in face of the fact that stocks are not overplentiful either here or abroad. Russian is quoted at 39c to 40c, and Spanish at 41c to 42c.

Haarlem oil appears more steady, but there is no demand to speak of and new features are lacking; sales at \$1.75 to \$1.85.

Lycopodium continues to show an advancing tendency, with 82c to 85c now quoted for the limited available supply. The outlook is encouraging to holders, as prices are advancing in producing markets.

Manna is dull and more or less unsettled, with quotations nominally unchanged at 50c for large flake, 30c to 40c for small flake, and 28c to 30c for sorts, as to quality, quantity and seller.

Menthol has developed a weaker tendency during the interval and there are evidences of pressure to sell in some quarters in view of recent heavy arrivals. While \$2.50 is named as an inside quotation, it is intimated that less would be accepted on a firm offer. In a jobbing way \$2.70 has been paid.

Nux vomica is in demand and scarce, and prices show an advance to the range of 3½c to 4c.

Opium sells in a jobbing way only, but the character of advices from primary sources influences importers to reserve in their offerings, and little disposition is shown to shade prices below \$2.72½ to \$2.75 for cases, \$2.75 to \$2.80 for broken packages, and \$3.35 to \$3.40 for powdered, according to quantity.

Quinine has been in only moderate demand since our last, the movement being confined chiefly to jobbing deliveries by the manufacturers. Notwithstanding this lack of important demand, the market holds very firm, manufacturers' prices remaining unchanged on the basis of 23c for bulk in 100-oz. tins. Stock in second hands is nominally held at 22½c for German and 22c for Java.

Saffron, American, is firmly maintained despite the absence of important demand. Aside from one or two sales aggregating over 500 pounds the market is quiet at the previous range of \$1.30 to \$1.35. Valencia is dull and lower owing to an abundant new crop; sales at \$6.25 to \$7.00.

Tonka beans, Angostura, are weaker under the influence of competition and more plentiful supplies, the quotations ranging from 52½c to 60c, as to quality and quantity.

Vanilla beans show seasonable activity, with sales of whole Mexican at \$3.50 to \$8.50, and cuts at \$2.50 to \$3.50, as to quality and seller.

Chemicals.

Acetone is not being produced in sufficient quantity to satisfy the demand, and the tone of the market is firm at 15c.

Aqua ammonia is selling on a new and revised schedule, which shows an advance to the basis of 6c to 6¼c for 26 degrees in car lots and less, and 5¼ to 6c for 24 degrees.

Bismuth preparations have been advanced in sympathy with a higher market for metal, the new schedule being as follows: Bismuth ammon. citrate, \$2.80 to \$2.85; bismuth oxychloride, \$2.70 to \$2.75; bismuth subcarbonate, \$2.70 to \$2.75; bismuth subgallate, \$2.50 to \$2.55; bismuth subnitrate, \$2.45 to \$2.50, in five-pound lots or less.

Blue vitriol is firm at a recent advance in the car price to 5¼c, while jobbing parcels are held at 5¼c and upward.

Brimstone is yet maintained at the previous price of \$21.50, with a moderate demand reported.

Chlorate of potash is in fair demand, with the current business from second hands at 8¼c to 8½c for crystals, and 8¼c to 8½c for powdered.

Chloroform has been further reduced in the interval, and the range now stands at 35c to 40c for bulk.

Cream tartar is in rather better demand, and the market is steady at 24½ to 24¾c for crystals and powdered.

Oxalic acid is finding moderate sale in a jobbing way, and the tone of the market is firm at 5¼c to 5½c.

Seidlitz mixture is in fair demand, with the current business at the established range of 17¼c to 18c.

Sugar of lead does not vary from 8½c to 8¾c for white, and 6¾c to 7c for brown, though trade does not rise above jobbing proportions.

Tartaric acid is steady and in moderate request at the previous range of 30¼c to 30¾c for crystals, and 30¼c to 31c for powdered.

Essential Oils.

Anise continues held with firmness, but the demand is wholly of a routine character, jobbing purchases being the rule at the range of \$1.20 to \$1.25.

Bergamot is in steady moderate request and values are maintained at \$2.00 to \$2.15.

Camphor remains as previously quoted, with the sales at 9c to 11c.

Cassia remains quiet, but the price is sustained at 77½c to 80c for 75 to 80 per cent.

Citronella is maintained with considerable firmness in sympathy with advices from primary sources, where spot prices are in upward tendency; meanwhile sales are making at the range of 33c to 34c for drums.

Cajuput is tending upward in the primary markets in consequence of scarcity, but values are unchanged at 57c to 65c.

Sassafras, natural, is held with increased firmness, some holders asking as high as 70c, though 60c will buy in instances.

Peppermint is dull, buyers and sellers being yet apart in their views. The former appear to have adopted a waiting policy and some goods that have been offered at \$3.50 were not taken. All the conditions seem to point to a limited output of oil, and it is not thought likely that prices will go lower. The general asking price is \$3.50 to \$3.75 for tins, and \$3.70 to \$3.87½ for cases.

Wintergreen is held and selling within the range of \$1.00 to \$2.25 for natural, and 40c to 45c for synthetic.

Wormseed is in improved demand and values have advanced to the range of \$1.85 to \$2.00.

Gums.

Camphor again holds the center of the stage in this depart-

ment. Several advances have been announced by refiners, the latest, on the 1st inst., bringing the price up to 75c for barrels and 75¼c for cases. The shipments of crude have been very small of late, and prices for refined are advancing in all markets. In other gums no development of special note has come to the surface. Mastic maintains its firmness and myrrh is scarce, but we have no change to report in aloes, and asafoetida is steady at previous prices. Kino is scarce and firm at 25c to 26c.

Roots.

There is little new or interesting to report in connection with the general line of druggists' roots. The price fluctuations have generally favored buyers. Small sales of golden seal were made at \$1.35, and Mexican sarsaparilla has sold at 8¾c. Ipecac is dull and inactive at \$1.20 to \$1.25 for Rio and \$1.15 to \$1.20 for Carthagena. Blood is scarce and firm at 12c to 15c.

Seeds.

There has been more activity in the market for druggists' seeds during the past fortnight than has characterized it for some time previously. Colchicum is fractionally higher at 26c to 28c, and a stronger feeling has developed in star anise, which does not offer below 14c, while some holders ask up to 17c. Strophanthus is in improved position and quoted at \$1.00 to \$1.50. Stramonium has advanced to 16c to 18c owing to scarcity. American wormseed is offered more freely at a reduction to 10c to 12c; Levant is firmer at 13¾c.

Registered in Massachusetts.

The Board of Registration in Pharmacy has issued registration certificates to the following candidates: George A. Letellier, Hyde Park, Mass.; Ralph B. Loring, Boston, Mass.; William H. Toepfert, Holyoke, Mass.; Armand J. Brissette, Ware, Mass.; Wilbur D. McLoon, Boston, Mass.; Joseph A. Rogers, Gloucester, Mass.; Vincent Tranfaglia, Boston, Mass.; Phineas B. Wuest, Lawrence, Mass.; Arlon C. Adams, Lawrence, Mass.; Harry S. Parker, Haverhill, Mass.

State Pharmaceutical Association of Florida.

Jacksonville, Fla., October 27.—A meeting of the State Pharmaceutical Association of Florida was held in this city yesterday morning in the auditorium of the Board of Trade. The meeting was not largely attended, and an adjournment was taken until the afternoon, when officers were elected as follows: President, John D. Abernathy; E. D. Demereaux, of Palatka, secretary, and Thomas Clarke, of Jacksonville, treasurer. A code of ethics was adopted by which the association will be governed, and it was decided to affiliate with the National Association of Retail Druggists. Arrangements were made for the annual meeting of the association, to be held in Tampa on the second Monday in June, 1905.

Arizona Board Meets.

The Arizona Board of Pharmacy held its semiannual meeting on October 12 and 13 and had a good class of candidates. The next regular meeting will be held on April 12, 1905. In the meantime, according to Secretary Arthur G. Hulett, of Phoenix, Arizona, all applicants that wish to practice will be issued temporary certificates after an examination of their credentials and on being recommended by one commissioner. The temporary certificate will be in force until the next regular meeting, at which time each candidate must take the regular examination, as none is registered on credentials.

DRUG INCORPORATIONS.

Certificates of incorporation have been filed since our last report of the following new concerns:

The Blood-Pura Medicine Company, Augusta, Me. Incorporators: G. E. Hadlock, L. J. Coleman, C. L. Andrews, C. B. Reynolds and C. V. Howell. Object: to manufacture and sell a proprietary medicine known as Blood-Pura. Capital, \$75,000.

Gargle It Company, Buffalo, N. Y. Directors: J. W. Gibbs, F. L. Gibbs and J. J. Sullivan. Object: to manufacture medicines. Capital, \$2,000.

Opportunities for Export Trade

[Written for the American Druggist.]

FACTORS IN SECURING SOUTH AMERICAN TRADE.

BY A SOUTH AMERICAN TRAVELER.

In visiting the Spanish American republics and in studying the commercial conditions existing there, as a representative of American manufacturers and exporters in the drug and allied lines of trade for the past seven years, my experience has enabled me to see clearly some of the factors which enter into the problem of securing trade in these countries, and as I am deeply interested in the extension of the trade of the United States, I shall indicate some of the particular points in which it seems to me the American exporter fails to pursue the best and most profitable policy. The fact that I am called upon to criticize the methods of our exporters may apparently place me in antagonism to them, but a brief consideration of the subject will show that this antagonism is confined to their errors and does not extend to the exporters themselves. The friendly critic is an invaluable aid, and I only trust that the suggestions that I have to offer may be taken in good part by the readers of the *AMERICAN DRUGGIST*, with the result that there will be an improvement in the methods pursued.

The facility with which trade is gained and fortunes are made in the United States, and the celerity with which the American dealer will turn from one form of product to a new but improved form, has led the American manufacturer to assume an attitude toward the trade, which, however much it might be warranted in the United States, is not one calculated to help him in the introduction of his goods in the Spanish American republics. The character of the competition which the American manufacturer meets in seeking export trade is quite different from that which confronts him in dealing with his domestic patrons. Let him introduce something that is distinctly new and a distinct improvement in America, and the trade, keenly on the alert for every improvement, will listen willingly to his representations and promptly stock his goods, provided they have real merit, and with little regard to the method pursued in introducing them. In the Spanish American republics the method of introduction is quite as important as the quality of the goods, and as soon as any improvement in the form or character of the product is introduced there are half a dozen enterprising European manufacturers who stand ready to supply an imitation, which, if not quite so good, may answer the purpose, and which is almost invariably much cheaper than the article of American make. However, in order to make my criticisms valuable, it is necessary to make them more explicit, and I shall take up in detail a few points in which American exporters are open to criticism.

OBJECTIONS TO THE MIDDLEMAN.

The easiest method for beginning export work is through the agency of export commission houses, but this is far from being the best. There are, no doubt, commission houses which render good service to both exporter and buyer alike, but even granting that the exporter happens to be so fortunate as to place his account in the hands of such a firm, he cannot expect the commission man to push his goods with the energy or the success with which it would be pushed by himself or by some one especially interested. The commission merchant cannot be conversant with all the technical details regarding the numerous articles sold by him, and even if he had this disposition and the time, could not so successfully exploit a new article as could the manufacturer or his immediate representative. By working through the general commission house the final cost of the article exported is very much enhanced, the commission of 2½ to 5 per cent. and of ½ per cent. monthly interest making a considerable item, even where the commission house is perfectly fair in its methods. Unfortunately, however, there are grounds for believing that some commission

houses add a number of illegitimate minor charges, such as boxes, cartage, etc., which results in an increase in the cost of the goods to the consumer of from 12 to 15 per cent., or even as high as 20 per cent. Ostensibly the commission house offers a decided advantage in securing economical and prompt shipments; but, as a matter of fact, it sometimes happens that, in order to economize on freights, the commission house will allow its shipments to accumulate until it can obtain a considerable reduction in freight rates, in which neither buyer nor seller participate. I have known goods to be delayed in this way for as much as six months, with the natural result that the buyer was thoroughly disgusted with American methods.

While the commission houses sometimes undertake to handle and distribute samples and catalogues, it is inexpedient for the exporter to avail himself of their services in this way, unless he happens to have unusually good reasons for trusting to the activity and good faith of the concern in question; for, so far as my experience goes, samples intrusted to commission houses are not apt to reach the destination intended. Moreover, commission houses generally dislike to handle drugs and druggists' sundries, as the amounts involved are generally not large and the aggregate profit is not so large, so they claim, as it is in handling machinery, hardware, provisions, etc.

CONSULAR AND COMMERCIAL INVOICES.

The proper preparation of consular invoices for the different South American countries is an undertaking fraught with much difficulty. The customs regulations differ in each country, and, what is much worse, they are changed from time to time, so that constant care must be exercised to avoid making errors. Moreover, the customs authorities are, as a rule, very exacting, and the slightest deviation from the rules and regulations laid down will result in the imposition of a fine, the payment of which will cause a great deal of irritation. Such errors also cause delay in the delivery of the goods, which is quite as important, if not more so, than the imposition of the fine.

Commercial invoices must be made out in the language of the country to which the goods are to be shipped, and must give clear and specific details designating the contents of each case separately, both by quantity and by weight. This last detail is one which is frequently overlooked by the inexperienced exporter, and the omission of which from the invoice entails considerable annoyance and sometimes expense to the purchaser. All documents in relation to a shipment should go by the same steamer as the goods, duplicates of these documents following by the next steamer. This also, is a matter of detail of much importance, since failure to receive the documents promptly entails a considerable additional expense in the way of dock and storehouse charges.

THE LANGUAGE OF THE COUNTRY.

In corresponding with Spanish and Portuguese countries it is a grave mistake to throw the burden of translation upon the buyer, for even if the buyer is willing to go to the trouble and expense of having the correspondence translated, the work may be poorly done and more or less serious errors will surely creep in. It is far better for the exporter himself to have the translation done in his own office by some one thoroughly conversant with the subject matter as well as with the Spanish or Portuguese language. It must be borne in mind that the average literary qualifications of the Spanish American merchants are high, probably higher than those of the corresponding classes in the United States, for among the well-to-do class, from which the merchants are drawn, it is almost invariably the custom for the young men to take a degree as bachelor of arts before entering business life. As a result they are prone to judge of the qualities of the dealer or even of the character of his goods by the literary qualities of his communications, and if the Spanish used in his publications and

communications is ungrammatical and faulty in construction, the recipient is much more prejudiced than the American merchant would be upon the receipt of an ungrammatical and illy constructed business communication.

TRAVELING SALESMEN.

The most effective means of introducing new goods and of building up new business is through the medium of competent traveling salesmen. In probably no other section is the personal influence of the traveling salesman more potent than in the South American trade. The somewhat formal courtesy of the Spanish American gentleman must be met with a similar formality on the part of the man who seeks his patronage, and it is absolutely essential that the salesman should speak the language of the country if any adequate results are expected. It is possible that the head of the house who does not speak Spanish might to advantage go over the ground in an exploratory manner, depending upon interpreters to put him in touch with his patrons, but when it comes to a question of actually selling the goods, the intervention of an interpreter imposes a very serious handicap. It is much better to obtain a salesman who is not dependent upon an interpreter, as he is thus enabled to get on terms of personal acquaintance which will prove an important factor in promoting closer commercial relations.

The traveling salesman should limit his field of action to the larger cities and to the larger dealers, as he will find that any attempt to sell direct to the smaller dealers will antagonize the larger import houses, who will resent what they look upon as an invasion of their rights in their territory.

In most of the larger cities of South America the exporter will be able to arrange for local representation through some well established agent. A connection of this character can usually be made by the traveling salesman, and if due care be exercised in the selection of an agent, the exporter will find him a valuable coadjutor in the work of introducing his goods.

TERMS OF PAYMENT.

Probably no single practice has been so potent a factor in limiting the growth of our export trade as has our custom of demanding payment within from 30 to 60 days. Business throughout the Spanish American republics is conducted on a basis of long term payments, and European exporters not only date their bills at from three to six months, but are generally quite willing to grant still further extension, when requested to do so, though receiving interest, of course, at 6 per cent. per annum on the extension.

METHODS OF COLLECTION.

The method most used at present by the exporter for the collection of the bills due him is to draw against these bills and discount the draft on the market. This system presents various drawbacks, the chief being the great loss of time consumed in the operation. For instance, the discounted draft is first sent to some European bank, there again discounted and in turn forwarded to some South American bank for acceptance and collection. This being effected, the sum in question returns in the same roundabout fashion, thus consuming much time. The simplest way out of this difficulty would be to send the draft direct to some accredited South American bank for collection and have the funds returned in the same manner. This method has the further advantage that by establishing commercial relations with these South American banks reports as to a prospective customer's financial standing and honesty may be had from them, thus lending an added guaranty to the rating, which it should be the duty of the salesman to likewise send. A list of the principal banks in South America upon which drafts may be drawn follows:

A List of the Leading Banks.

SOUTH AMERICA.

Argentina Repub.. Buenos Aires... Banco Aleman Trasatlántico.
London & Brazilian Bank.
Banco de Londres y Río de la Plata,
with branches in the capitals of
the different provinces of Argentine Republic.
Rosario Branch of London & Brazilian Bank.
Bolivia..... La Paz..... Banco Perú y Londres.

Brazil..... Rio de Janeiro... Banco Aleman Trasatlántico.
London & Brazilian Bank.
Bahia Branch of London & Brazilian Bank.
Pará Branch of London & Brazilian Bank.
Pernambuco Branch of London & Brazilian Bank.
San Paulo Branch of London & Brazilian Bank.
Santos Branch of London & Brazilian Bank.
Chile..... Santiago Banco Aleman Trasatlántico.
Banco de Tarapaca y Londres.
Valparaiso Banco de Tarapaca y Londres.
Iquique Banco de Tarapaca y Londres. (Also
in the small Chilean towns.)
Ecuador..... Guayaquil Banco Comercio y Agrícola.
Banco de Ecuador (with branches in
other principal cities of Ecuador).
Quito Banco Comercio y Agrícola.
Perú..... Lima Banco Perú y Londres (with branches
in all important towns in Perú).
Banco Aleman Trasatlántico (with
branches in the other principal
cities in Perú).
Uruguay..... Montevideo London & Brazilian Bank.
Venezuela..... Caracas Banco Caracas Compañia Anónima.
Banco de Venezuela Compañia Anónima
(with branches in other principal cities).
MEXICO.
Mexico City... Banco de Londres.
Mexico City... Banco Nacional de México.
CUBA.
Havana Banco Español.
PORTO RICO.
San Juan Banco Español.
CENTRAL AMERICA.
Costa Rica..... San José Bank of Costa Rica.
Guatemala..... Guatemala Banco Internacional.
Banco Americano (with branches in
the other principal cities of Guatemala).
Honduras..... Tegucigalpa Bank of Honduras (with branches in
other important places in Honduras).
Nicaragua..... León London Bank of Central America
(with branches throughout Nicaragua).
Salvador..... San Salvador... Banco Occidental.
London Bank of Central America
(with branches in other principal cities in Salvador).

On account of the extensiveness of the subject we shall leave the question of packing and the numerous details connected therewith to a future article, where greater space will permit of the comprehensive treatment it deserves.

"IRISH AND JEW."

A postal card bearing the figures of two comical looking men with traveling cases in their hands, who appear to be racing down a steamer's gang plank, reached us the other day. The card bore the following inscription:

WANTED.
The police of every city in the Orient to arrest the two salesmen whose pictures are given here. If they fail to call on you and show you the magnificent array of samples of American-made goods of all descriptions which they are bringing with them. They intend visiting every city from Vladivostok to Bombay, and are armed with the most valuable and complete sample lines that were ever taken out of the United States. In every line they represent the largest manufacturer. Merchants are warned to watch out for them and get their prices.
Signed,

IRISH AND JEW.

The individuals who have adopted this bizarre method of introducing themselves to possible customers had heard of the AMERICAN DRUGGIST—nay, seen copies of "America's leading drug journal"—in some out of the way places in the Orient, and nothing was more natural than that they should call to pay their respects.

The full cognomens of the pair, who are world travelers of great renown, are J. J. Keegan and H. J. Rosencrantz. Familarly known in Eastern lands as the Irishman and the Jew, they are still better known as the traveling representatives in Asiatic countries of such firms as Reed & Barton, Taunton, Mass.; the D. F. Briggs Company, Attleboro, Mass.; Esser & Co., Providence, R. I., beside other prominent and responsible American houses. They arrived in New York the other day from Colombo, Ceylon, this being the last port they touched at after leaving China. After a short stay here they will visit Europe in search for novelties, and start again for the Orient on a tour which will occupy three and one-half years. Their methods of marketing goods are spectacular to a degree and have served to advertise them thoroughly all over the East. The accompanying engraving of a photograph taken in Rangoon, India, shows the enterprising salesmen in characteristic pose

and one in which they have made themselves familiar to the natives. What has helped them greatly in the marketing of goods in the Orient is their knowledge of the native languages—Chinese, Hindostanee and Malay. They enjoy, too, a personal intimacy with the trade, which is partly responsible for the great success they have attained.

As to the line of samples carried, their variety is astonishing. They profess to be able to supply the trade with anything from an elephant's nursing bottle to a locomotive, and they carry samples of proprietary medicines, toilet goods, false teeth, watches, telegraph instruments, nutmeg graters, balbriggan underwear, gramophones and a thousand and one other things too numerous to mention. In Singapore recently they met the Sultan of Sulu, and Keegan wheedled an order out of him for a lot of brick-making machinery, while Rosencrantz got an order out of the old fellow for two dozen cradles for



Making a Hit with the Natives.

use in the official harem. Keegan has been known to work as a stoker from Port Said to Colombo for the purpose of selling Waterbury watches to the Lascar crew, while Rosencrantz was selling steel rails to a German railway contractor in the saloon of the same steamer.

Growth of Our Trade with Mexico.

The recent announcement of a proposed new form of currency for Mexico lends especial interest to some figures just compiled by the Department of Commerce and Labor through its Bureau of Statistics regarding the commerce between the United States and Mexico. These figures show that the exports from the United States to Mexico have grown from \$13,000,000 in 1890 to \$46,000,000 in 1904, speaking in round terms, and that the imports into the United States from Mexico have grown from \$23,000,000 in 1890 to \$44,000,000 in 1904. Thus our exports to Mexico in 1904 were three and one-half times as great as in 1890, and our imports from Mexico practically twice as great as in that year.

Freeman's Perfumes on the Direct Contract Plan.

The Freeman Perfume Company, Cincinnati, Ohio, has adopted the direct contract plan, and require all wholesale distributors to sign an agreement to distribute its goods only on the following conditions:

"1. To sell Freeman's face powder only to retail druggists and wholesale drug distributors who have been appointed our agents. Not to sell Freeman's face powder at any price either directly or indirectly to aggressive cutters, brokers, dry goods or department stores, wholesale or retail grocers, or to any individual, company or corporation who supply aggressive cut-

ters, or to any individual, company or corporation Freeman Perfume Company may notify them not to sell.

"2. That they will not sell Freeman's face powder at a less price than \$2 per dozen, subject to a discount of 5 per cent. in half, 10 per cent. in gross lots, and a cash discount not exceeding the ordinary cash discount on such goods in their section of the country.

"3. They will mark on the cards placed in containers of Freeman's face powder the name of every purchaser, and preserve such cards, delivering them to Freeman Perfume Company monthly. And will on receipt of cards report as sold, the numbers and to whom sold, of our stock now on hand that is numbered."

This line of perfumes is an excellent one, and the drug trade will no doubt show their appreciation of this friendly attitude on the part of the maker.

Highest Honors.

The American Soda Fountain Company expected nothing but the "highest honors" at the Louisiana Purchase Exposition, and when these were received by it it did not at first even make an announcement of the fact. If the reader will turn to the "Rooster" advertisement, on another page of this issue, he will find the announcement made in full.

Unscrupulous Competitors.

Several manufacturers are offering to the trade preparations with similar sounding names with a view to trading upon the merit and popularity of Foley's Honey and Tar.

Foley & Co., Chicago, originated Honey and Tar as a throat and lung remedy, and have inaugurated a vigorous advertising campaign warning the public not to accept any but the genuine Foley's Honey and Tar.

Foley & Co. were the first general advertisers to make it a part of their newspaper contracts that publishers were not to advertise their preparations at cut prices for any one. They have always been staunch friends of the retailer, and the trade should reciprocate by refusing to encourage this effort to trade upon their good name and the reputation of their medicines.

Water Soluble Synthetic Perfumes.

A large variety of synthetic perfumes, soluble in water, is about to be placed upon the market by the well known chemical manufacturers, Fries Bros., 92 Reade street, New York, whose Rhodinol II has so successfully replaced the natural oil of rose for the past seven or eight years. Fries Bros. would be pleased to receive communications from all parties interested in further details concerning the above mentioned remarkable synthetics.

Awards to the Wellcome Physiological Research Laboratories.

It is announced that the Awards Committee of the Louisiana Purchase Exposition has conferred one grand prize and one gold medal upon the Wellcome Physiological Research Laboratories, Herne Hill, London, for bacteriological research and preparations, and for educational work.

The London, Eastern & American Trading Company, of Apollo street, Bombay, India, has every facility for the introduction of standard products, and will be pleased to correspond with American manufacturers of pharmaceutical products and druggists' sundries, with a view to arranging for local representation at Bombay.

Armour & Co. announce that they are in position to supply suprarenalin triturations in vials of 20, at 40 cents per vial. Each trituration contains a sufficient quantity of the active principle of the suprarenal substance to make fifteen minims of 1 to 1000 solution. These triturations are permanent, and are especially convenient for physicians' use, as they are readily soluble in cold and warm water. The solutions made with the triturations should be used during the day on which they are prepared.

A CHINA URN FREE

WITH

ARMOUR'S CHINA URN CASE

PRICE \$25.00

East of the Missouri River

Important Notice

We received orders for our entire supply of 2,500 China Urn Cases before we had shipped one case. We have ordered 1,000 more that will be ready for shipment about Dec. 1st to 10th, and will be glad to supply all buyers whom we were unable to ship earlier. Please send your orders in promptly.

Each case contains supplies of Vigoral, French Bouillon, Tomato Bouillon, Chicken Broth, Asparox, to the amount of \$25.00; enough to serve 2,000 drinks; in addition to

**1 China Urn and Heater
½ dozen Carnation
Mugs, Signs, Hangers,
and Advertising Matter**



PRICE \$30.00

West of the Missouri River

This Urn FREE

A beautiful German China Cylinder with carnation decoration, fitted over a two-gallon tin water tank. Nickel base on wrought iron legs with gasoline heater, the most attractive hot water urn on the market. There's no charge for the China Urn, Mugs, etc., when packed in the Carnation China Urn Case.

VIGORAL URN CASE

\$20.00 East of the Missouri River

\$25.00 West of the Missouri River

This is the same Urn Case we sold last year; a two-gallon nickel-plated Urn and Heater with a reservoir on top. Each case contains supplies to the amount of \$20—enough to serve 1,600 drinks. No charge for Urn, Heater, Mugs, Signs, etc.

Beef Extract, solid or fluid; Tomato Bouillon; French Bouillon; Chicken Broth; Vigoral; Asparox; Celery Bouillon; Mock Turtle; Fluid Beef in Tubes. If you want anything in the way of Beef Extract in any form, write us for prices.

ARMOUR & COMPANY, CHICAGO

AMERICAN DRUGGIST

and PHARMACEUTICAL RECORD

PHILADELPHIA.

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TABLE OF CONTENTS.

EDITORIAL COMMENT.....	399
EDITORIALS:	
Dr. Frederick Hoffmann, Who Is Responsible for the Poor Quality of Clinical Thermometers?.....	400
ORIGINAL COMMUNICATIONS:	
Refilling Prescriptions, by J. B. Moore.....	401
A Note on the Detection of Archil, Cudbear and Other Lichen Colors, by L. M. Tolman.....	403
SELECTED:	
Orsellie, by P. L. Ronceray.....	404
CREAM OF CURRENT LITERATURE:	
The French Formula for Iodotannic Syrup, Artificial Balsam of Peru, Turicin, Testing Antitussin, Presence of Arsenic in Certain Food Products, The Color Reaction of Tungsten, Parchment Paper Favors the Development of Molds, The Preservation of Fresh Lemon Juice.....	405
Cultivation of Opium in Germany, Digalen, a Crystalline Digitoxin, Manufacture of Lemon Juice for Syrups, etc. New Method of Preparing Purified Liquorice.....	406
Femmineil and the Adulteration of Saffron, The Extract of Nux Vomica of the French Codex, Japanese Menthol and Oil of Peppermint.....	407
QUERIES AND ANSWERS:	
Hair Dyes, Nail Bleach, and Nail Polishing Powder.....	408
CORRESPONDENCE:	
Who Is Responsible for the Quality of Clinical Thermometers? Is Pharmacy a Profession?.....	409
BOOK REVIEWS:	
Saxe's Examination of the Urine, Exporters' Encyclopædia..	410
BOOKS RECEIVED.....	410
DEPARTMENT OF BUSINESS BUILDING:	
Leaflet and Broadside.....	411
NEWS OF THE DRUG WORLD.....	412-424
REVIEW OF THE WHOLESALE DRUG MARKET.....	425, 426

EDITORIAL COMMENT

NAVAL PHARMACISTS. The change in the status of naval pharmacists proposed in the bill introduced into Congress during the preceding session, will very likely be brought about at this session, provided the bill is pushed vigorously enough. In fact, its failure to pass at the previous session of Congress was due solely to the pressure of other bills of greater political importance, as there was no active opposition

to the measure, which had received the indorsement of the Naval Department and of the Surgeon-General. This measure provided for an increase in the number of naval pharmacists, and placed them on precisely the same footing as are the other warrant officers in the service. This change gives proper recognition to an important branch of the service.

STILL HARPING ON OUR SUBWAY. The New York Subway continues to excite comment from the profound thinkers of all classes. Its atmosphere, roadbed, equipment and availability as an

advertising medium have been the subjects of vast outpourings, but the general public seems to be largely indifferent to the alleged dangers and disfigurements, and even smokes and spits in the confined area with reckless disregard of its health. As regards the recent demand for an asphalt roadbed, we believe that rails must, in the present stage of our knowledge, still be laid on sleepers set in a more or less yielding bed. The death rate of London with its much more unhygienic "Tuppenny tube" does not seem to have been greatly increased, and New Yorkers will continue to rush madly through their comparatively airy tunnel for many years to come, we think, without serious diminution of the population.

PATIENCE AND TACT NEEDED. The decision of the Kings County Pharmaceutical Society to delay affiliation with the N. A. R. D., which is noted in our news columns, will doubtless prove very disappointing to the executive staff of the latter organization; but we are confident that the action of the Brooklyn druggists will commend itself to the officers of the national body after they are placed in possession of a full explanation of the situation here. It would be inviting disaster for the N. A. R. D. to attempt to organize Greater New York without previously securing the hearty and united co-operation of the more influential local associations. This once secured the national officers can proceed in their own way to accomplish the ends they have in view. As was stated in these columns in the preceding issue, a good beginning has been made, and if the organizers will but exercise tact and patience the situation is theirs.

INDIVIDUAL ASSISTANCE NEEDED. The work of the N. A. R. D. Committee on National Legislation proved of great service last year, and evidences are not wanting to show that equal energy is to be displayed in combating unfavorable legislation in Congress during the present session. However valuable the work of this or any committee may be, its value will be much enhanced and its influence largely increased by the active co-operation of all pharmacists in their efforts to prevent the enactment of objectionable laws. The individual protests from a thousand men interested, though conveyed on a postal card, convey much more weight than do the arguments of one committeeman, even though he presents himself as the representative of an association numbering many thousands. This being the case, every retail druggist should promptly write to his own Representative in Congress and to the Senators from his State, stating his views on all legislation affecting the drug business. It is particularly important at the present moment for pharmacists to write to their Senators at Washington and urge the passage of the Mann bill to amend the patent laws, which has just been passed in the House. Particulars of the Mann bill are given in our news columns.

COLOR TESTS FOR CODLIVER OIL.

The *Chemist and Druggist* prints a note on the color tests for codliver oil, in which the author arrives at the conclusion that while genuine codliver oil, prepared from fresh livers does give the color reaction of sulphuric acid laid down in the British Pharmacopœia, it is also unfortunately true that heavily adulterated oil may still give the prescribed color and that even pure specimens of other fish liver oils will give what is looked upon as the characteristic color reaction with sulphuric acid. A study of the color reactions of this oil is now being carried out in the Drug Laboratory of the United States Department of Agriculture, and while the results have not yet been formulated, the study having only recently been undertaken, it appears that the nitric acid test of the United States Pharmacopœia is likewise open to criticism. The general tendency seems to be in the direction of supplanting color tests with other means of identification where possible, and it is somewhat significant that in the new Italian Pharmacopœia the color test for this oil has been eliminated. This pharmacopœia directs that a mixture of the oil and pure caustic soda be calcined and the residue be tested for iodine, which should always be found. It gives the specific gravity as 0.922 to 0.930, and the iodine absorption as 132 to 144. This figure, however, represents four hours' absorption only.

Who Is Responsible for the Inaccurate Clinical Thermometers?

We have pleasure in printing in our correspondence columns a communication from a manufacturer of clinical thermometers. The author of this communication seeks to acquit the manufacturer of any blame for making and selling cheap and inaccurate instruments. He holds that the thermometer is distinctly a physician's instrument, not a layman's; that the physician is morally bound to use the best material and the best instruments in his practice, and that the presence of cheap thermometers on the market is due wholly to the discreditable desire on the part of the physician to save a few cents for himself or his patients. He states that the average physician expects to buy a clinical thermometer at retail for 50 cents, and informs us that the large hospitals purchase thermometers costing as low as \$24 to \$30 per gross, while the United States Government itself pays but 27 cents each, about \$40 per gross, for thermometers graduated in both the Fahrenheit and Centigrade scales.

When the various factors which enter into the making and marketing of a clinical thermometer are taken into consideration, it will be readily seen that it is unreasonable for the physician to expect to obtain at retail for so small a sum as 50 cents a thermometer meeting the proper requirements, and when the life of a clinical thermometer is taken into consideration, it would appear to be no great tax upon the physician to have to pay \$1.50 to \$2.00, or even more, in order to insure his obtaining a thoroughly reliable instrument.

While not inclined to acquit the manufacturers of responsibility, we must admit that the average practitioner lays himself open to the charges brought against him by our correspondent, for he not only insists upon buying cheap thermometers himself, but frequently instructs his patients to the effect that 50 cents is quite enough to pay. The physician who does this deliberately subjects his patients to a very grave danger in order to save them less than his fee for a single visit, and he betrays an ignorance of the conditions surrounding the manufacture of thermometers on which we should be pleased to enlighten him.

We fear there is also much truth in the charge brought by our correspondent against the jobber, as this is a charge which

has been brought by other manufacturers as well as by this particular correspondent.

Our correspondent proposes the establishment by the United States Government of a thermometer warehouse through which the public may be given assurance that thermometers are properly aged. This proposition is one that seems capable of being carried out with but little difficulty and which appeals to all the better class of manufacturers. This is but one step, however, in the right direction, and even should it be possible to execute this plan there still remains the need for the up-building of a keener sense of responsibility on the part of manufacturer, pharmacist and physician alike, as to the character of the clinical thermometers made, sold and used by them. The correspondence received from all over the country indicates an awakening on the part of the pharmacist, and, to a smaller extent, on the part of the physician on this subject. The better class of manufacturers have all to gain and nothing to lose by this agitation, and they have as a rule indicated their disposition to give their heartiest co-operation to our efforts. We have been besieged by inquiries requesting the names of the manufacturers of the thermometers which have been examined. We hope that it may not be necessary to take the extreme step of publishing the names of unreliable makers, but unless there is marked improvement in the character of the thermometers placed on the market in the near future we may be compelled to give our readers the full benefit of our examinations for their guidance.

Dr. Frederick Hoffmann.

It is with a deep sense of personal loss that we record the death of Dr. Frederick Hoffmann, which occurred at his home in Berlin, Germany, on Wednesday, November 30. Dr. Hoffmann had lived beyond the allotted span and the years of his manhood had been filled with an earnest effort in the direction of uplifting the calling with which he was associated. Gifted with a powerful mind, a good memory, indefatigable industry and an excellent command of language, he earned for himself an unique place in pharmaceutical journalism. Like all men of strong convictions and intense purpose, he sometimes made enemies in the discharge of what he considered his duty to his calling, and his fondness for controversy estranged him from many of his German-American *confrères*. But, due allowance being made for a slight tinge of pessimism which pervaded his views, he had a clarity of vision that enabled him to discern clearly the underlying elements involved in the solution of the graver problems of pharmacy which engaged his attention. His intellectual attainments, great as they were, could not overshadow the qualities of heart which had made for him a group of loving friends, both in the United States and in Europe, who will unite with us in mourning his loss. Indeed, the kind of consideration shown by him toward his friends, the evident joy with which they were welcomed to his home in Berlin, and his gratification in renewing his association with his old friends on the occasion of his brief return to this country in 1902, give ample testimony to the staunchness of his friendship and his devotion to those who had been associated with him in his efforts to improve the conditions of pharmacy in this country. In another column we present a sketch of his career, which we commend to the careful perusal of our readers as an outline of a career of usefulness which has left its mark for all time upon American pharmacy.

(Written for the American Druggist.)

THE REFILLING OF PRESCRIPTIONS.

BY J. B. MOORE.

This very important part of the business of pharmacy is in many stores performed in a very indifferent and inelegant manner.

In treating this subject I cannot do better than to commence by quoting from one of my store circulars, as it embodies my views upon the subject quite fully:

"It has been truthfully asserted that 'Cleanliness is next to Godliness'; and if there is any position on the face of the earth where a lazy man or a slattern is out of place it is in the laboratory or behind the dispensing counter of a pharmacy. The pharmacist should above all things be neat and cleanly in the conduct of his prescription department.

"The palate of the sick is often very delicate and fastidious and acutely sensitive to the taste of medicine. It is important, also, that remedies should present the most agreeable and inviting aspect, otherwise the very sight of a medicine may arouse the unconquerable disgust of the invalid.

"I allow no bottle containing a prescription which has been refilled to go out of my store with sugar crystallized around the cork, lips and sides of the bottle, and, perhaps, with the label stained and bedaubed with syrup or other of its contents, presenting a repulsive and uninviting appearance, as is often the case, and that, too, in pharmacies claiming the highest respectability. On the contrary, when a bottle is brought to the store for a prescription to be refilled it is carefully washed out and rendered as sweet and clean as it was before being used. Every particle of sediment and even stains of its former contents are removed, when it is practicable to do so. After it is refilled a new cork and a new label, if necessary, are affixed, and the prescription when thus renewed is presented to the patient as fresh and inviting in appearance as when first compounded.

"It is this careful attention to the little details that gives finish, elegance and perfection to dispensing."

THE CLEANING OF CONTAINERS.

The powder, pill and other boxes are often used and reused without change or even being relabeled until they have become in such a soiled condition that the directions, number and date of the prescriptions are nearly illegible, and the customer has to request the pharmacist to "please put the medicine in a new box." Ointment jars and boxes are often returned to be refilled in a soiled and dirty condition, and they, too, are the subject of neglect and receive no lavatory treatment whatever. They are frequently only wiped off on the outside, and sometimes this is not done, and the fresh ointment is put into the container on top of the dregs of the old ointment, which may be a shade or two lighter or darker in color, and the medicine is thus dispensed without even a change of label. This same indifference to cleanliness and elegance is still more generally manifested by some pharmacists at the dispensing counter in the five and ten cent sales of medicines. Of course, here the same careful attention to washing and cleaning containers is not so necessary to be observed as it is at the prescription counter. But I contend that all such soiled containers brought in to be refilled, if only 5 or 10 cents' worth is ordered, should be cleaned before being used or refilled. If they are bottles and are soiled or contaminated by former contents, they should be washed and a new label affixed, and if the cork is broken, ill fitting or otherwise in bad condition, a new one should be used. If the container be a china, porcelain or glass ointment box or jar it should be well wiped with a wet rag and, if necessary, well washed with soap and water before being used, and the label should be changed. In fact, even all well preserved and good quality of wooden boxes for small quantities of ointment should be washed off on the outside with soap, hot water and an old tooth brush or nail brush, and the interior should be well wiped out with a soft wet rag or paper, which can be done quickly and will improve the appearance of the box wonderfully. This should always be done or a new box given, and especially when cold cream or other unctuous substances intended for toilet purposes are called for.

All bottles for lime water, which are so often coated inside and out with an unsightly deposit of carbonate of lime, should

always first be rinsed inside and out with a little diluted hydrochloric acid, and then thoroughly washed with a little aqua ammonia or weak solution of sal soda to neutralize and remove any trace of the acid, and the bottles then rinsed with water; also bottles brought in for tincture chloride of iron, or any of the iron preparations, which are begrimed about the lips, neck and sides by a deposit of iron, may be readily cleaned by means of a rag saturated with diluted hydrochloric acid. If the deposit should be at all difficult to remove the moistened rag may be first dipped into a little moderately coarse coal ashes or powdered pumicestone.

Of course in small sales of codliver oil, sweet oil, almond oil and other oily and oleaginous substances it is hardly practicable, nor does it pay, to thoroughly wash and clean up the old bottles or other containers. The best that can be done with these is to first cork the bottle tightly and wash off the outside as well as you can with a rag and a mixture of soap, liquid ammonia and hot water. Then remove the cork and wipe the inside of the neck of the bottle with a damp rag, and then introduce a new cork and renew the label.

When 25 or 50 cents' worth, however, of any oily or greasy substance is called for with an old greasy container the necessary time should be taken to wash it inside and outside if necessary, and clean it as well as possible, unless it is in too bad a condition, as in the case of codliver oil, with dregs rancid and incrustated upon it, perhaps both inside and out. In such cases it is best to suggest a new bottle, explaining the impracticability of cleansing the old ones and the sanitary importance of having the medicine in a clean bottle. Then act upon the desire of your customer.

CLEANLINESS AT THE COUNTER.

I would here advise the young pharmacist when cleaning codliver oil bottles to be careful not to allow his sponge, towels, or anything about the prescription counter or sink to become contaminated with the oil, as they will be very hard to clean and free from its odor. All the washing can and should be done with cotton waste, old rags, paper, &c.

You should also exercise care and caution in making emulsions and other mixtures of codliver oil, copaiba and all objectionable substances, and to avoid soiling your prescription counter or anything about it. This can be done to a great extent by placing upon your counter folds of paper of sufficient size and thickness to protect it. Upon this you can place your mortar, graduate, spatulas, &c. When you have finished wipe your mortar and other utensils well with a wet rag, cotton waste or paper, and, lastly, wash them thoroughly with soap and hot water, if at hand. The mortar should be washed *inside and outside, including its bottom*, in order to effectually remove the odor and all contamination of the offending substance.

THE DANGEROUS PRACTICE OF PASTING ONE LABEL UPON TOP OF ANOTHER.

Owing to the importance of the subject and its pertinence in this connection I desire to say a word in regard to the pernicious habit of many pharmacists of not washing off or destroying old and soiled labels on bottles that are to be refilled, or when any other kind of medicine is to be put into the bottle. The failure to change a soiled label or the pasting of one label upon another is in the *highest degree reprehensible*; in fact, the latter partakes of the character of criminality, because of the danger to life which it may involve, aside from the slovenly and unprofessional character of the practice. For instance, a bottle is taken to a drug store for paregoric, and afterward is taken back again with the same old label on it for laudanum; the paregoric label is not removed or destroyed, and the label for the laudanum is pasted over it; after a while by some means, either from dampness, atmospheric changes, the meddling of children or from other disturbing or accidental cause, the laudanum label loosens and falls off, a circumstance of not infrequent occurrence. This leaves the paregoric label to represent the contents of the bottle, rendering the laudanum liable to be administered by some thoughtless, unobserving or ignorant person, not aware of what had happened, in doses according to the printed directions on the

paregoric label, with the possibility of death or some other dire consequence. Many cases of this or of similar kind are matters of record, and hundreds of others no doubt have occurred which have not proved fatal and the circumstances of which have not been allowed to pass beyond the precincts of the household.

To further illustrate the extent of this practice of not changing labels, and that of pasting labels of a different kind upon each other, I would state that I have in my possession six labels all taken by me from one bottle brought to my store for medicine on October 10, 1896, which I have preserved as a rare relic of this censurable practice; and the worst feature about this case is that two of these are prescription labels which had been pasted one by one upon the other four labels, which were all labels for tincture of chloride of iron. The two prescription labels were placed there by the same pharmacist, and two each of the tincture of iron were placed there by two other pharmacists. And these labels were all from stores of old and respectable pharmacists, located right in the central part of our city, between Broad and Eighth streets and between Vine and Lombard streets.

I also know of a number of instances where a person has taken a bottle for 5 or 10 cents' worth of simple medicines like tincture of myrrh, &c., the bottle bearing another druggist's label for the same medicine, and the pharmacist has dispensed the medicine without putting on his own, but left the other druggist's label on! This is shameful.

THE EXERCISE OF TASTE IN DISPENSING.

Shakespeare says: "The apparel oft proclaims the man," so the business character and style of the pharmacist may often be very accurately estimated by the manner in which he performs his duties in his prescription department, and especially in that part of it concerned with the refilling of prescriptions. The pharmacist has a wide field open for the display of good taste, neatness and elegance, and these qualities are more noticeable in this department than they would be in compounding new and original prescriptions, because in the latter these qualities are expected and are necessary, but in the refilling of prescriptions they are frequently "more honored in the breach than in the observance." Hence a little extra display of neatness and elegance is more quickly and more plainly noticeable and appreciated, and soon becomes a *distinguishing feature*.

Suppose a person calls to have a prescription renewed and brings the old container and desires the medicine for a friend or some one else, and requests you to put the medicine into a new bottle or another container, as he wishes to retain the old one for future use; in such a case I would suggest that while you are compounding his prescription and preparing it for delivery, and before you return to him his old container, you wash it thoroughly and change the label, and if it is a bottle and the cork is broken or otherwise in bad condition, put in a new and nicely fitting one. To do this takes but a few minutes' time and involves but a little trouble. Then when you hand back the old container in this freshened and renovated condition you give the customer an agreeable surprise, something entirely unexpected, and you present a display of thoughtfulness and kindness and an elegance in prescription work to which he has been a stranger. In explanation you can say that you noticed that his container had become somewhat soiled from use, and that the label might soon become illegible and give him trouble in getting his medicine renewed, so you took the liberty to freshen it up and to renew the label. Now, this graceful little deed and display of nicety in dispensing will never fail to be appreciated by *all*, and more especially by the *best* class of your customers, upon whom you are always desirous of making a favorable impression. All unique little acts of this kind go to make up the sum of forces which give you popularity and success. They are *conspicuous* by their *rarity*.

Some people have for years been accustomed to patronize pharmacies where no attention has been paid to cleanliness in refilling prescriptions, and where the old bottles or other containers are never subjected to the detergent and sanitary treatment which they receive at first-class pharmacies, but where

medicines are dumped into the containers in the same filthy condition in which they are received. Hence when such individuals occasionally stray into a first-class pharmacy, or are sent there by their physician, and after a while return to have the empty and soiled container refilled, and it is returned to them thoroughly divested of its uncleanness, its identity is so far destroyed that they at once imagine that some mistake has been made in preparing the medicine and that you are not giving them back the same bottle. It often takes some argument to convince them that all is right. I have had this suspicion to contend with in such cases.

A HINT ON THE REFURBISHING OF PILL AND POWDER BOXES.

In refilling prescriptions there are many economical pharmacists who feel that they could not afford a new powder and pill box and new cork for bottles in every renewal of prescriptions, although either of these may often be soiled and really in an unfit condition for continued use. This feeling, I have no doubt, deters many economical and some impecunious pharmacists from being more particular and neat in their prescription work.

If the prescription boxes are made of well glazed paper and are not broken or mutilated in any way and not too badly stained they may be cleaned and so nicely renovated as to look almost as well as new ones by the following treatment: Moisten with water a piece or pledget of absorbent cotton or a piece of soft rag, being careful not to moisten in excess, and carefully and dexterously wash the sides and ends, and even the top of the box if necessary, being careful not to use sufficient pressure to destroy the glazing. Then apply a new label, when the box will look almost as clean and fresh as a new one, and very few customers, unless they are very critical observers, would ever recognize their old box.

It is surprising how nicely well glazed boxes of all kinds can be renovated in this way. The necessary skill can easily be acquired by practice upon old and discarded boxes.

THE TREATMENT OF CORKS.

Now, to the pharmacist who desires to economize in the use of corks in refilling prescriptions and for many other purposes wherein a good cork is necessary, I would suggest the following plan: When a bottle is brought in for a prescription to be refilled, and the old cork is sound and fit to be used again, place it at once in hot water, if at hand, in a graduate, mortar or other convenient vessel, to remain until you have your prescription compounded and placed in the bottle ready for the cork. Then commence to wash the cork; dip a large tooth brush, nail or hand brush, which should be kept at the sink for this purpose, into the water; soap the brush well and pour upon it a little aqua ammonia, and with this wash and scrub the cork for a minute or so until it is clean; then rinse it with water, and, if you *then* discover it to be stained or discolored, pour upon it a little diluted hydrochloric acid and rinse it off with a little ammonia water and afterward with water, when in the great majority of cases the cork will be as white, soft and velvety as if it had never been used.

And if you have soaked and washed it in *hot* water, even all of the usual depression caused by its compression into the neck of the bottle will have disappeared. It will then be ready to be replaced in the bottle, and with a new cork label applied it will be almost impossible for the unpracticed eye to distinguish it from a new cork. Its texture will be more flexible, and it will be much less liable to break, and will be more satisfactory to use than a new one. In pharmacies where the finest and most expensive prescription and other costly corks are used a great saving might be realized by thus washing and renovating the old corks as they come in from time to time. The amount of saving becomes more apparent when the larger sized corks are thus treated. The same old corks if necessary or desired, unless they are indelibly stained, could be used over and over again without the least detriment until the cork becomes too ragged, mutilated or ill fitting for use.

Thousands of old corks and many of those of the finest quality, which are daily thrown away in many pharmacies, might be thus reclaimed and eventually utilized by throwing them

into a drawer or other receptacle kept for this purpose, until a large quantity has accumulated, observing, however, to discard all that are of poor quality, ragged, broken or otherwise unfit for preservation, being particularly careful also to reject all corks taken from bottles that have contained greasy, fatty, poisonous or other objectional substances, or that are contaminated by any offensive odor or that are indelibly stained. After they have accumulated in sufficient quantity they may all be washed and renovated at one operation, as suggested by the writer in a paper published by him under the heading of *The Utilization of Old Corks in the American Journal of Pharmacy*, for October, 1875.

Many of the corks thus renovated will look nearly, if not fully, as good as new ones. The best may be used for prescriptions and for many other purposes for which a good cork is required, and the others may be employed to take the place of new ones in the small sales and for all other purposes when the best corks are not necessary. Those that are mutilated, badly stained or otherwise unfit to be used should be picked out and cast away. The corks of larger sizes may be appropriately used for citrate bottles and for pint and quart bottles of various kinds.

THE REFILLING OF PRESCRIPTIONS FROM MEMORY.

There is still another matter worthy of notice in connection with this subject and to which I desire to refer and to offer a few words of warning to my young colleagues, and that is the habit which some pharmacists are addicted to of occasionally refilling prescriptions from memory which have been frequently brought in for renewal without referring to the prescription on file. This is not only a reprehensible but also a very dangerous practice, and it should never be done. I would, therefore, warn all young pharmacists against such a pernicious practice, for if it is once begun it will soon degenerate into a habit which will grow upon you. No matter how often you are obliged to refill a prescription, even if it is every day and it is simply for lime water, always refer to your prescription on file. It is a very easy matter for you in the hurry, annoyance and vexations of business, or in a thoughtless moment, or in a bad condition of health and the similarity of containers, to get prescriptions confused in your mind.

MISTAKES THAT SHOULD BE AVOIDED.

Some years ago, in my early experience in business, a friend of mine and a very careful and intelligent pharmacist, too, had two customers who were getting prescriptions refilled at about the same time, and these were brought in for renewal very frequently and for a considerable time. Having refilled them so frequently he became perfectly familiar with the prescriptions and their contents. One was for an ounce of iodine ointment and the other for gall ointment, with, perhaps, a little sugar of lead and opium, which was used for hæmorrhoids, and the boxes had begun to resemble each other in appearance. He had refilled them on several occasions without referring to the prescriptions on file, but, unfortunately, on one occasion the party using the gall ointment brought it in for renewal and the pharmacist, mistaking it for the iodine ointment, dispensed the latter. In a short time the customer, a gentleman, came back with the ointment box, suffering great irritation and distress from the effects of the medicine and very much incensed. Being a particular friend of the pharmacist, and receiving from him an earnest apology for the mistake and a positive assurance that no serious results would follow, the customer was conciliated and the incident was closed without any undue excitement or exposure. The knowledge of this unfortunate occurrence was a never to be forgotten lesson to me to never attempt such a hazardous experiment. It is not only behind the dispensing counter of a pharmacist that care is important, but it is also necessary in almost all matters of business to avoid errors. For instance, you send to the grocer, butcher, wine merchant, or other business man for a duplicate lot of some kind of goods that you have gotten a few days or a week or so before, and the clerk or proprietor, without taking the trouble to refer to your original order on file, fills your order from memory, as is

too often done by indifferent people, and he happens to send you the wrong goods. The mistake may soon and readily be detected, and the goods returned without any serious harm being done. But a similar mistake having been made by a pharmacist in the refilling of a prescription from memory might give occasion for the services of a doctor, coroner's jury and a funeral director.

PHILADELPHIA, October, 1904.

(Written for the American Druggist.)

A NOTE ON THE DETECTION OF ARCHIL, CUDBEAR AND OTHER LICHEN COLORS.

By L. M. TOLMAN,

Bureau of Chemistry, U. S. Department of Agriculture, Washington, D. C.

Archil, orseille or orchil, as it is variously called, and cudbear coloring materials produced from lichens, are being used to a considerable extent for coloring medicines and foods where colors of coal tar origin are prohibited.

The methods of analysis now employed to detect coal tar dyes are liable to lead the analyst to an erroneous decision in the presence of these lichen colors, and it is for this reason that this note is given. The methods most often employed for the detection of coal tar colors in foods and medicines are those of Sostegni and Carpentieri and Arata, as given in the *Provisional Methods for the Analysis of Foods*.¹ These depend on the dyeing of wool in an acid bath, then extracting the color with ammonia, acidifying this solution and dyeing a second piece of wool.

This process eliminates the natural colors of the fruits and wines and collects the coal tar color on the wool, where it can be tested with various reagents. If, however, lichen colors such as archil are present they will be mistaken for coal tar dyes if these tests alone are used, as these colors dye wool readily in acid bath, and are extracted by dilute ammonia, and on making this solution acid again, wool will be readily dyed. It is necessary after having applied these dyeing tests to make additional tests before deciding that the dye present is of coal tar origin.

It is, however, comparatively easy to distinguish the lichen colors from those of coal tar origin.

These colors can be extracted from ammoniacal solution by amyl alcohol, which separates them from the natural colors of the fruits and wines.² This amyl alcohol extract, of a purplish red color, can be evaporated on the steam bath to drive off the amyl alcohol and the purified color tested.

A watery solution of this color is readily reduced by Sn and HCl, and reoxidized by Fe₂Cl₆. This at once eliminates all the azo dyes and magenta which are by far the most common dyes used, and leaves only dyes of Class II of the scheme proposed by Rota.³ All the coal tar dyes used as archil substitutes and which resemble it in color are azo dyes, so can be readily distinguished from the archil color. If it is desired still farther to identify the color it can be treated as described by Allen, *Commercial Organic Analysis*.⁴ So that if we find by the wool dyeing tests that some added color is present and find that amyl alcohol extracts a reddish purple color from an ammoniacal solution, which is readily reduced by Sn and HCl and reoxidized by Fe₂Cl₆, we may be certain that the color is one of the lichen colors—archil, cudbear or litmus—all of which act in a similar way.

These colors are on the market in a number of different forms, as extracts or pastes, as ground up lichens, or as sulphonated orcein. This latter form might be readily mistaken for a coal tar dye on account of its appearance and solubility, but it gives all the reactions of the nonsulphonated colors and can be identified as described above.

¹ U. S. Department of Agriculture, Bureau of Chemistry, Bull. 65, pp. 111 and 112.

² U. S. Department of Agriculture, Bureau of Chemistry, Bull. 65, p. 113.

³ Chem. Ztg., 1898, 22, 437-442. U. S. Department of Agriculture, Bureau of Chemistry, Bull. 65, pp. 115-118.

⁴ Vol. III, pt. 1, pp. 525 to 541.

ORSEILLE.¹

BY P. L. RONCERAY.

The name "orseille" is given in France to those lichens which on exposure to air and ammonia develop a purplish red color. The use of orseille was introduced into Europe from the East by a Florentine named Federigo about A.D. 1300. From his successors, who were named Orcellari, Ruccellari and Ruccellai, the name of one of the chief genera of lichens used—viz.: *Roccella*, is apparently derived. In France two commercial groups of orseille are recognized—viz.: the "orseille de ferre" and the "orseille de mer," the former being collected inland in hilly districts and the latter on the sea coast. The former includes the orseille of the Pyrenees, Alps and Cevennes, obtained from *Pertusaria dealbata*, and the "orseille d'Auvergne," of which *Lecanora paralla*, Ach., is the source. The "orseille de Suède" is obtained from *Lecanora tartarea*, and the "orseille de Norvège" from various species of *Umbilicaria* or *Gyrophora*, especially *U. pustulata*, D. C. Of those obtained on the sea coast, *Roccella tinctoria*, D. C., yields the orseille of the Canaries, Madeira, Teneriffe, Cape Verd and Mogador, that of the last named being often mixed with *Ramalina scopulorum*, Ach. *Roccella portentosa*, Mtg., affords the large orseille of Valparaiso and Manila, and *R. phycopsis*, mixed with some *R. tinctoria*, that of Sardinia.

The chief botanical sources of the orseille at present used are *Roccella Montagnei*, which comes from Mozambique, Madagascar and Angola; and *Dendrographa leucophæa*, Darb., which is imported from California. Occasionally, under the name of "orseille des Colonies," *Usnea plicata*, Fr., and *U. angulata*, Ach., are offered in the French markets. *Lecanora glaucoma*, Hoffm., and *Evernia prunastri*, L., are also sources of orseille. Erythrine is the chief constituent of *Roccella Montagnei* and *Dendrographa leucophæa*, lecanoric acid of *Roccella tinctoria*, and orcline of *Pertusaria dealbata*. Orcine, however, occurs also in the three species first mentioned, although its presence appears to have been overlooked in them by previous observers. It can be detected *in situ* by the sulphovanillic reagent, made by mixing one part of concentrated sulphuric acid with one of water and adding vanillin in excess, i. e., until none remains undissolved. Made in these proportions it reddens orcline, but not erythrine nor lecanocrine; made stronger with sulphuric acid it reddens the others also.

The presence of other "chromogenous ethers" is ascertained by soaking the lichen in water acidulated with one-fifth of hydrochloric acid for half an hour, to remove calcium oxalates, and then, after washing with distilled water, taking a section and treating it with solution of 1 part of calcium hypochlorate in 40 parts of water under the microscope, when a red coloration indicates their presence. These chromogenous ethers are soluble in methyl and ethyl alcohols, in acetone, boiling water, and solutions of soda and ammonia. The distribution of these substances can also be determined in lichens deprived of oxalates by examination of microscopic sections, in which the crystals can be seen by aid of a polarizer, since they are insoluble in the dilute hydrochloric acid. They are usually found in crystals outside the hyphæ, but their distribution varies with the different lichens. In *Roccella tinctoria* the cortex and center are free from lecanoric acid, which is present in quantity in the gonidial portion, as well as in the soredia, and on the external part of the apothecia and the tips of the paraphyses, but never in the ascii nor in the central layer (Moeller). In *R. portentosa*, on the contrary, the lecanoric acid is abundant in the cortex, and occurs in the central layer, but there is very little in the gonidial layer and none in the soredia. In *Roccella Montagnei* the erythrine is abundant in the cortex and interhyphic spaces, and it occurs also in the gonidial layer and near the cortex, and between the apices of the paraphyses, but not in the ascii nor below them, nor in the medullary layer, the spermatophytes or soredia.

In *Dendrographa leucophæa* the erythrine is abundant in

the cortex, and in the subcortical portion of the gonidial layer and in the soredia, but not in the medullary layer nor in the thalamium or epithecium, although it is present in the apices of the paraphyses. In *Pertusaria dealbata* the erythrine is found throughout the thallus, especially in the cortex. In *Usnea dasypoga*, Fr., var. *plicata*, Fr., usnic acid is absent from the cortex and central axis, but occurs in the lacunose zone and in the gonidial layer. The distribution is similar in *Usnea angulata*. In *Umbilicaria pustulata*, gyrophoric acid is present in abundance in the medulla below the gonidial layer, but not in the cortex and not in the apothecium, although present in its pedicel. In *Lecanora tartarea*, gyrophoric acid occurs everywhere in the thallus, but to render it evident the lecanoric acid has to be first dissolved out by alcohol, in which the gyrophoric acid is very sparingly soluble. In *Lecanora paralla*, pareillic acid occurs throughout the thallus, but is most plentiful in the cortex. In *Usnea* and *Umbilicaria* it is generally difficult to moisten the section with the reagent, but if first wetted with alcohol it takes up the acid reagent much more readily. The lichens *R. Montagnei*, *R. tinctoria* and *Dendrographa leucophæa* contain a diastase, without which the purple color is not developed. The lichens do not contain either an oxydase or an anaer-oxydase. The use of urine is not necessary in the manufacture, since ammonia is the active ingredient in it; but ammonia, in the absence of the diastase, cannot develop the coloring matter.

Lubrikant is the name applied by the Corporation of Hegeman & Co., New York, who are the manufacturers, to a new lubricating compound for catheters and surgical instruments, which is said to be composed of the proximate principles of tragacanth and eucalyptus combined with thymic acid and formaldehyde. It is asserted to be sterile, non-greasy, non-irritant, soluble in water and without action upon rubber.

Mercury Dibromide Solutions.—Larine, a Russian pharmacist, recently contributed an article to the *Pharmatsevticheskyy Journal*, of St. Petersburg (Nos. 18 and 20, 1904), in which he discussed the causes of turbidity of solutions of mercury dibromide, a preparation which of late years has come into vogue, especially among military surgeons, for hypodermic injections. The use of this compound of mercury has extended over the past 10 years. Wernecke employed it in solution of 1 part to 1,000 for external applications. The same author recommended it internally in doses of from 20 to 200 drops of a solution containing 5 Gg. in 30 Gm. of water. Graefe prescribed it in the form of pills containing 1 Gg. each, while Schmidt preferred it in the form of an ointment. The first to use it in subcutaneous injections was Zeleneff, of Kharkoff, Russia, and since then it has been employed extensively in this manner. Larine recommends that the solutions of mercury dibromide be prepared with the aid of solutions of chemically pure sodium chloride. These combinations are very stable and keep clear and unaltered for some time. On the other hand, solutions of mercuric chloride, solutions with benzoic acid, etc., which have also been used subcutaneously, are not stable and spoil on exposure to light. His experiments included not only the salts of commerce, but also mercury dibromide prepared by himself, according to the method of Nager. This involves the action of bromine upon metallic mercury, and by this method it is possible to obtain chemically pure mercury dibromide. This salt is soluble in water in the proportion of about 0.8 to 100 parts, and in the proportion of 8 or even 9 parts to 100 in boiling water. The salt is also very soluble in solutions of sodium or potassium chloride. Half the amount of the mercurial salt is used for the sodium chloride to make a solution. These solutions are perfectly stable, and it remains clear for a long time. Solutions may thus be made from 1 to 29 per cent. Distilled water must be used, and the chloride of sodium must be chemically pure. If sodium bromide be used to enhance the solubility of the mercurial preparation, the solutions become cloudy after a short time.

¹ Abstract of a thesis presented at the Paris School of Pharmacy and printed in the *Pharmaceutical Journal*.

Cream of Current Literature

A summary of the leading articles in contemporary pharmaceutical periodicals.

The French Formula for Iodotannic Syrup.—Grimbert, the author of the new formula for iodotannic syrup which is to be included in the new French Codex, writes to the editor of the *Répertoire de Pharmacie* (page 484, November 10, 1904) protesting against the criticisms which have been made of the product of his formula, which reads as follows: Dissolve 2 Gm. of tannin and 4 Gm. of iodine in 60 Gm. of distilled water and filter when the solution has cooled. Mix the filtrate with 100 Gm. of syrup of rhatany, after which reduce by evaporation to the weight of 120 Gm. and add 880 Gm. of syrup to make 1,000 Gm.

Artificial Balsam of Peru.—A German manufacturer has recently patented a process for the making of an artificial balsam of Peru. This is composed of aromatic gum-resins and ethers, which are mixed and heated to from 80 to 100 degrees C. The product, it seems, acquires the odor of balsam of Peru. It is dark brown, limpid when in thin layers, but cannot be drawn out in strings, but is miscible with its weight of alcohol, and is very bitter to the taste. Its density is about 1.145, and it does not solidify on exposure to the air. Ten drops of this balsam, when triturated with 20 drops of sulphuric acid, give a tenaceous mass, which, when treated with an excess of water, divides into minute fragments, and assumes a violet color.—*Répertoire de Pharmacie*, November 10, 1904.

Turicin is an antidiarrhoeal remedy which is prepared by Blattmann & Co., of Waedenswill (Switzerland), and consists of a chemical combination of tannic acid and glutenin. It occurs in the form of a fine flesh colored powder, without odor or taste, and is insoluble in water, alcohol or dilute acids, but is soluble in dilute alkalies and ammonia. Concentrated solutions give a red color, while dilute solutions assume a pink tinge. Turicin is very resistant to the action of the gastric juice and only becomes decomposed in the alkaline intestinal juices. The pure preparation is used chiefly in the diarrhoeas of adults. In children a mixture of 20 per cent. of turicin and 70 per cent. of pure vegetable protoid (aleuronat), together with some starch, is useful. This is especially valuable in young infants, but is also useful in older children.—*Schweizerische Wochenschrift für Chemie und Pharmacie*.

Testing Antitussin.—According to Legler (*Pharmaceutische Centralhalle*, 1904, page 534) the following method may be used to test antitussin (Merck): An ointment containing 5 per cent. of diphenyl difluoride. Legler heats a known amount of this ointment gently between two watch glasses. Crystals having an odor of diphenylamin will appear on the upper glass. In order to determine the presence of fluorine in these needle-like crystals, they are dissolved in ether and the ethereal solution is taken up with filter paper. The latter is cut into pieces, mixed with a mixture of sodium nitrate and carbonate, calcined and the product of calcination dissolved with dilute hydrochloric acid. The liquid is neutralized with an alkali and acidified by means of acetic acid. On adding calcium chloride a precipitate of calcium fluoride is obtained. The presence of hydrofluorine in the precipitate is demonstrated by the liberation of hydrofluoric acid, which etches on glass.

Presence of Arsenic in Certain Food Products.—Bordas (*Comptes Rendus de l'Académie des Sciences*, July 18, 1904), calls attention to a group of food products in which arsenic has been found in sufficient amounts to cause apprehension of the possibility of poisoning. Some years ago a number of cases of poisoning occurred in England from beer and ale which had been treated with impure glucoses containing traces of arsenic. In another investigation in England it was found that certain beers were arsenical, not through the impurity of the glucose but because the malt has been manufactured with the aid of coke or coal which contained arsenic. In view of the fact that malt may contain arsenic, the author investigated a series

of food stuffs which were prepared with the aid of coal or coke by torrefaction. He employed Bertrand's method, the sensitivity of which is well known, and thus was able to detect exceedingly small amounts of arsenic in the products examined. The author found in certain commercial glycerins from 0.030 to 0.150 Mg. of arsenic per 100 Gm. Samples of pharmaceutically pure glycerin contained from 0.03 to 0.05 Mg. of arsenic. Certain glycerophosphates contained 0.015 to 0.030 Mg. of arsenic per 100 Gm. Certain roasted chicories contained from 0.015 to 0.030 Mg. of arsenic per 100 Gm. Finally a roasted malt contained 0.05 Mg. of this poison per 100 Gm.

The Color Reaction of Tungsten.—While investigating the properties of uric acid, Frabot accidentally discovered that if tungstic hydrate or Morelne's phosphotungstic acid solution, be treated with a few drops of uric acid solution, and then with some sodium hydrate, a magnificent blue color is developed. Riegler described this color reaction in 1902, but with phosphomolybdic acid. Frabot found that the color reaction with phosphotungstic acid is more marked than that with the corresponding compound of molybdenum. Uric acid in a solution of 1 part in 100,000 parts of water may be detected by means of the tungsten compound. Frabot thought also that this reaction could be applied to the detection of tungsten in minerals, metals, and, especially, in steel products. The tungsten in these is converted into tungstic acid, by slow calcination, in contact with the air, and remains as a residue after the elimination of other elements, either free or combined with a more or less considerable amount of silicon. The still moist residue, containing tungstic acid, is treated with some uric acid, preferably in crystals, and a few drops of sodium hydrate solution are added. The resulting blue color varies in intensity according to the amount of tungsten present. The presence of molybdenum, which gives the same reaction, need not be feared, as this element can be separated before the test is applied.—*Répertoire de Pharmacie*, November 10, 1904, page 481.

Parchment Paper Favors the Development of Molds.—According to *Zeitschrift für öffentliche Chemie*, quoted in *Pharmazeutische Zeitung*, No. 68, 1904, page 694, the formation of molds is favored in various products, such as butter, when they are covered with parchment paper. This is interesting to the pharmacist inasmuch as many articles in his store are kept in vessels tied with this paper, and this method of keeping fats, etc., has been regarded always as a very safe one, which prevents the access of destructive germs and molds. The matter came up for consideration in the course of a recent lawsuit in Germany, in which the defendant was accused of furnishing impure butter. The defendant claimed to have sent out pure butter, in excellent condition, but asserted that the formation of molds had taken place during the transit of the goods. An expert of the Agricultural Department, Dr. Kruger, testified that the formation of molds could be favored by the presence of parchment paper, which had been used in packing this butter. The present method of manufacturing parchment paper, he stated, renders it a most ready soil for the growth of molds. Formerly all parchment paper was coated with a film of glycerin, but lately, on account of the high price of glycerin, a coating of starch-syrup has been substituted in most factories. The formation of mold is greatly favored by this circumstance. He suggested that regulations be adopted by the Government against the employment of this form of parchment paper in packing food products.

The Preservation of Fresh Lemon Juice.—Hensel & Prinke publish a note in the *Pharmazeutische Zeitung* for September 28, in which they speak of the methods of preserving fresh lemon juice. During the hot weather lemon juice is difficult to keep fresh. The difficulty in preserving it for whole-

sale distribution was also increased in Germany during the past year by a decision of the Prussian Council for Medicinal Affairs, which declared as inadmissible the addition of salicylic acid to fruit syrups for the purpose of preserving them. Experiments with new preservatives which have been recommended of late showed that they are far inferior to salicylic acid and to alcohol, these two substances being the best preservatives for fruit juices. Even the addition of these, however, does not guarantee fruit juice against spoiling as the result of improper handling of packing. If such juices are exposed to the air to any extent in filling the containers, enough fermentative organisms will be mixed with them to bring about decomposition. Under these conditions the syrup which was at first light yellow became dark and finally reddish brown and lost its aroma and taste. Consumers of this product regarded the dark color as the result of an adulteration, and objected to the peculiar odor and taste of the juice. The authors were able to perfect a process for the preservation of lemon juice, but this process has not yet been patented by the German Patent Office and is not published. The preservative is said to be free from injurious effects and in general unobjectionable. When the patent has been granted the method will be published in full.

Cultivation of Opium in Germany.—Thoms, of Berlin (*Pharmazeutische Centralhalle*, October 6, 1904, page 759), reports on the progress of opium culture in Germany. Attempts to cultivate opium in Germany were first made in the 30's of the past century, especially in Baden, Württemberg and Silesia. The opium thus obtained showed a high percentage of morphine up to 20 per cent., but the high price of labor and the great value of land render it improbable that opium culture would ever be carried on on a large scale in Germany. The highest amount of morphine was found in an opium which was grown by Stolz, a pharmacist of Württemberg, and which contained 23.13 per cent. Heinrich Biltz, of Erfurt, was especially interested in opium cultivation. In the years 1829 and 1830 he planted both white- and blue-seed poppies, and recognized the importance of planting the right variety of poppy for obtaining opium. The blue-seed poppy produced an opium rich in alkaloids (20 per cent.), while the white-seed poppy showed only 6.8 per cent. of morphine and a large amount of narceine. The author experimented with opium cultivation, but found that this industry would never be lucrative in Germany, in spite of the high percentage of morphine obtained. He calculated that, under existing conditions, it would require 40,000 poppy plants to produce 1 kg. of opium, and that at the rate of 100 poppy heads per square meter, it would require 400 sq. m. of land to produce 1 kg. of opium. A kilogram of opium would also require 375 working hours to produce. Therefore, both the price of land and of labor would preclude the commercially profitable cultivation of opium in Germany.

Digalen, a Crystalline Digitoxin.—Cloetta (*Apotheker Zeitung*, 1904, No. 68, page 658) describes a new compound of digitoxin, in soluble form, which is styled "digalen," and which, he asserts, fulfils the ideal requirements of a digitalis preparation.

In order to be absolutely reliable a digitalis preparation must contain a single, chemically definite compound, in known portions, and not the indefinite quantities of various constituents which are present in the tinctures, extracts, etc. The preparation must produce the same effects as the leaves, and its irritant properties must be reduced to the minimum. Finally, the preparation, in order to prove useful, must be accessible in a convenient and easily weighable form.

After searching for five years the author claims to have succeeded in preparing such a remedy from digitalis. By a very complicated process he was able to isolate from the leaves of digitalis a small amount of white amorphous powder, which is perfectly identical in its chemical composition with crystallized digitoxin, but is chiefly distinguished from the latter by its greater solubility in water. It is not a colloidal body, but, on the contrary, its power of diffusion is considerable. The disadvantages of amorphous digitoxin are its slight

diffusion and its low solubility in water, both of which are responsible for the slowness with which it acts and the irritating properties which it exhibits. Under the name of digalen the new compound is prepared by Hoffman-La Roche, in Basle, and has been placed on the market in the form of a watery solution containing 25 per cent. of glycerin. Every cubic centimeter of this solution corresponds with 0.3 milligramme of digitoxin (amorphous). A graduated pipette accompanies each flask, in order to facilitate the accurate dosage of this remedy. The usual dose in man is 0.3 milligramme, while the maximum dose is 1.2 milligramme.

Manufacture of Lemon Juice for Syrups, Etc.—We have given lately in this column various formulas for the manufacture of raspberry juice, lemon juice, etc., as they appeared in current literature. A collection of data on the subject of lemon juice and the various ways in which it is prepared has been published by Hensel and Prinke, and was reproduced in *Pharmazeutische Zeitung*, No. 66, 1904, page 694. We shall give here a few of the more practical and interesting data gathered by these authors. A large amount of the lemon juice and of the extracts of lemon, the lemon syrups, etc., found on the market are imported, or made on a large scale by special manufacturing establishments. The pharmacist, especially in small towns or in the country, has, however, all the facilities, as a rule, to make his own lemon preparations much less expensively and with as good results.

First, a few data concerning the imported lemon juice which is found in large quantities in the European markets. This is prepared in Italy and elsewhere by expression and is purified by a long process, removing those portions which are liable to cause the juice to spoil—i. e., the pectin bodies. The product is clarified several times, and is sold in large flasks or in barrels. Certain preservatives, other than the forbidden salicylic and boric acids, are added to it, in order to keep it from fermenting. The pure juice should contain from 5 to 7 per cent. of citric acid. One hundred cubic centimeters of it should be completely colored a reddish brown by the addition of 16 Gm. of ammonia, owing to the presence of the natural coloring matters of lemon. The addition of a drop of barium chloride solution should not produce any cloudiness in the pure juice, showing that it does not contain any sulphuric acid. The color of a natural lemon juice should be always greenish-yellow, or at least dark yellow, while the artificial juices are lighter. If 100 Cc. of the pure juice are layered over alcohol there should be a white zone, showing the presence of pectin bodies, which exist in the natural lemon juice.

Natural lemon juice is easily prepared. The juice is pressed from fresh lemons and is passed through a linen cloth, then mixed with an inert powder, and filtered. The fresh juice may also be brought to a boil and then filtered. If larger amounts are to be made the lemons are first peeled, squeezed, freed from pits and finally pressed in linen bags.

Artificial lemon juice for lemonades, etc., which is not the natural juice, but a close equivalent of it, is in great demand in some places. It may be prepared cheaply and well according to the following process of Welgel: From 15 to 20 grammes of citric acid in powder are dissolved in 20 to 30 Cc. of water, and about 3 grammes of oil of lemon are dissolved in 30 Cc. of alcohol. The latter solution is added to a half liter (500 grammes) of simple syrup, after boiling the latter, and the two are mixed thoroughly. Into this mixture is poured the solution of citric acid, and a few drops of the tincture of saffron are added to color the whole. The product is then filtered.

New Method of Preparing Purified Liquorice.—Solutions of liquorice extract that keep well are prepared, according to the following methods by Giese (*Pharmazeutische Zeitung*, 1904, page 692, No. 66.). In order to prevent the spoiling of these solutions, it is best to prevent the infection of the preparation with germs from the very first step in the preparation of the liquids. The chief source of contamination with these solutions is the straw employed in the clarifying process.

Hager recommended the use of disks woven from wickerwork, but even these are not satisfactory, as they offer possibilities for the entrance of germs.

A useful and entirely satisfactory extraction apparatus may be constructed in the following manner: An ordinary percolator, such as is found in every drug store, is filled with alternating layers of glass splinters and of pieces of raw liquorice juice, and the whole is weighted with a few stones. The glass debris should be prepared by a preliminary washing with hydrochloric acid, and then by washing with distilled water. The solution thus obtained is allowed to settle in a well-stoppered bottle, which has been previously washed with water, and rinsed with alcohol. The precipitate is then cautiously siphoned off, and the liquid is rapidly filtered and evaporated, if necessary, in vacuo. The pure extract is carefully preserved in vessels which are well closed with parchment paper. They should be kept in a dry place, and not in the cellar.

The solution of liquorice extract should be made as follows: The water used for this solution is first boiled for fifteen minutes, the extract added, and the solution poured into bottles which had been previously thoroughly rinsed with alcohol, and well stoppered. If the product is to be kept for any length of time, it is well to sterilize it by placing the bottles in a steam bath for half an hour. The stoppers are then covered with paraffin.

Femminell and the Adulteration of Saffron.—Schelenz (*Pharmaceutische Centralhalle*, September 8, 1904) contributes an interesting study to the adulteration of saffron which has been practised extensively in the past and is still widely prevalent. Ancient Greece was acquainted with the *Crocus*, the name of which probably came from the Karkom of the Bible. Palestine undoubtedly derived its knowledge of saffron from India, the cradle of all culture, or from Egypt, where the *Crocus* was known poetically as the "blood of Ares Heracles." Later it was known in the Egyptian markets as "kyrene" or "korykos." Dioscorides mentions the white portions of saffron which is in contrast with the dark part, the saffron itself. This ancient writer was the first to discover that saffron was being adulterated and that the residue from pressing the oil of saffron was being added as an adulterant to the fresh product. In the time of Ovid the boards and walls of a theatre were sprinkled with saffron to give the audience a pleasant odor while they listened to the performance.

The word safran, saffron, Zafaran, etc., is of Persian origin, and this spice was certainly used extensively in Persia. The chief ports of entry for saffron in olden times were Venice and other coast cities of the Mediterranean. An edict of the medical faculty at Florence was directed in 1313 against the adulteration of saffron, and prohibited the importation of such saffron into the city. In Nürnberg there was a regular commission whose duty it was to inspect all the saffron imported, and to see that it did not contain too large a quantity of "fœminella" mixed with it. One hundred pounds should not contain more than $8\frac{1}{2}$ pounds of fœminella, said the ancient law. What fœminella was is difficult to say. In 1449 a citizen of Nürnberg was burned at the stake for adulterating saffron, and his adulterated merchandise was burned with him. His wife was banished from the city. In 1456 another citizen suffered a horrible death for the same offense, and his wife was buried alive. The same punishments were carried out with falsifiers of cloves, ginger, etc. None of the later authors speaks of fœminella as an adulterant and no one seems to know what this was. On the other hand, calendula, arnica, inula, pumica granatum and other vegetable products were used as adulterants and are mentioned in the books of the seventeenth century. The word fœminella seems to have disappeared from the Italian language, where it originated, with the disappearance of the saffron trade from Italy. At present only French, Spanish and Austrian saffron is sold in the market. Only one book gives any reference to fœminella, which it calls "fuminella," and that is Dorvault's well-known "Officine," which, in the edition of 1872, speaks of fuminella as a plant imported from Brazil for adulterating saffron.

The Extract of Nux Vomica of the French Codex.—A great deal of interest has been excited recently during the discussion of the proposed changes in the new French Codex, as to the probable formula for the extract of nux vomica, which is one of the most active preparations on the official list. This preparation ought to be made in the same way in all countries. According to researches made by Kordes in 1888, the total quantity of alkaloids found in the extracts of nux vomica of various pharmacopœias varies from 10 to 15 per cent. This is due to the fact that the different official formulas prescribe different strengths of alcohol for the exhaustion of the drug. Less extract is obtainable with strong alcohol than with an alcohol which is somewhat more dilute, but the former extract is richer in strychnine and brucine. In 1885 the British Pharmacopœia fixed the alkaloidal standard for this extract at 15 per cent., and its example was followed successively by the American, the Swiss and the German pharmacopœias. The ground has therefore been already cleared for a unification of the various official formulæ. At the International Conference, which was held in Brussels in 1902, it was decided that this extract should contain 16 per cent of total alkaloids. On account of this decision, the commission in charge of the French Codex has been obliged to modify the present formula of this preparation, and has substituted a dry extract for a firm, solid extract, the former lending itself to more accurate dosage. The following is the formula adopted by the commission for the French Codex: One Kg. of coarsely pulverised nux vomica and 6 Kg. of 70 per cent. alcohol are taken. The powder is moistened with 800 Gm. of alcohol, and after these substances have been allowed to remain in contact for 24 hours, in a closed vessel, the powder is introduced into a percolator, and the remainder of the alcohol is added in the usual manner. The tincture thus obtained is distilled over the water bath and the residue is evaporated in a tared capsule to about 150 Gm. The residue is poured into a flask of about one-half liter capacity, the capsule is washed with 50 Cc. of boiling water, and the wash water is poured into the flask. After the fluid has cooled, 50 Cc. of ether are added, the mixture is shaken cautiously by repeatedly inverting the flask, avoiding the formation of an emulsion, and the ether is allowed to separate. The same operation is repeated twice, with the same amount of ether, and the combined ethereal fluids are evaporated. To the oily residue 15 Cc. of boiling water are added, and then acetic acid, drop by drop, until a persistent acid reaction is obtained. The product is then filtered through a moist filter, and the latter is washed with a little water. The filtrate is now added to the contents of the flask. The whole is poured into a tared capsule and is concentrated on the water bath to about 200 Gm., so that the ether is completely evaporated. The product is allowed to cool, and is weighed again in order to find out the amount of dry extract to which this liquid extract will correspond. In order to do this, 5 Cc. of the liquid extract are taken, placed in the drying oven in a tared capsule and evaporated to dryness. On cooling, the tared capsule is weighed, and the weight is multiplied by 20, giving the proportion of dry extract in 100 parts of the liquid extract. Enough sugar of milk is added, after determining the percentage of alkaloids in each sample of this extract, to make it contain exactly 16 per cent. of alkaloids, as the Codex prescribes. The product is evaporated to dryness and pulverized. The resulting extract is very bitter and gives a cloudy solution in water.—*Journal de Pharmacie et de Chimie*, October 1, 1904.

Japanese Menthol and Oil of Peppermint.—According to a writer in the *Pharmaceutische Centralhalle* (1904, page 730), the production of oil of peppermint in Japan has reached a high degree of perfection. This was attested also at the exhibit of the Japanese section at the World's Fair in St. Louis. The chemical house of Shozaburo Wanataba, of Yamagata, alone produces 21,000 English pounds of crude oil of peppermint annually. In addition, 10,400 pounds of the purified oil are produced from the crude oil, and the remainder is used to make 8,950 pounds of menthol in crystals and 500 pounds of menthol in pencils. It is said that 85 per cent. of this output was exported to America or to European countries. The oil is obtained by the distillation of dry peppermint, and the menthol by the successive crystallization of this product from the oil.

Queries and Answers

We shall be glad, in this department, to respond to calls for information on all pharmaceutical matters.

Hair Dyes.—M. D.—It would take considerably more space than is at our disposal in the Queries and Answers column to cover the entire field of hair dyes. The principles governing the manufacture of these toilet adjuncts, however, may be briefly stated. Most of the proprietary articles on the market contain lead, bismuth, silver, copper, iron, or one or other of the newer synthetic reducing agents used in photography. Lead preparations are less commonly used nowadays than they were 15 or 20 years ago, because it has been found that solutions of lead applied to the scalp are absorbed and exert an injurious effect both on the scalp and the general system. Although we have printed formulas for lead and sulphur hair restorers in the past, we feel it necessary to sound a note of warning to druggists against recommending them. Hair dyes containing iron are harmless and give good tints from brown to black. A good hair dye of this kind is composed as follows:

Pyrogallol	Gm. 0.5
Alcohol (60 per cent.)	Gm. 30.0
Balsam Peru	Gm. 1.0
Solution of iron acetate.....	gtt. iv to x

Bismuth compounds are harmless, but preparations of this salt are difficult to prepare, and the color yielded is not so dark as that obtained with silver salts. A recipe for the preparation of a bismuth hair dye, found in Koller's "Cosmetics," follows: 100 Gm. of metallic bismuth are dissolved in a sufficiency of ordinary nitric acid (about Gm. 280), the solution being treated with a concentrated solution of 97 Gm. of tartaric acid, and precipitated by a copious addition of water. The precipitate is then washed with water until the washings no longer give a strong reaction with blue litmus paper, after which it is carefully separated from the litmus paper and dissolved in ammonia. This solution is employed to dissolve 75 Gm. of purified sodium hyposulphite, filtered, treated with an addition of 2 to 5 per cent. of glycerin, and filled into bottles. It contains about 5 per cent. of bismuth, and should be applied about once daily to the hair or beard to be dyed. The color develops slowly to a deep brown, and when this result is produced further applications are made only as required.

The following formulas are taken from the same source:

Tannin Hair Dye.

- (a) In a clear glass bottle—
- | | |
|-----------------------|---------|
| Powdered nutgall..... | Gm. 400 |
| Water | Gm. 500 |
| Rose water..... | Gm. 500 |

The nutgall is boiled with the water, the boiling liquid being strained through a close cloth into the rose water and filled, while still hot, into bottles, which should be closed at once. Unless filled while hot the contents of the bottles are liable to develop mold.

- (b) In a dark bottle—
- | | |
|---------------------|---------|
| Silver nitrate..... | Gm. 150 |
| Water | L 1 |

together with sufficient ammonia to redissolve the precipitate formed at first.

Melanogenc.

- (a) In a dark bottle—
- | | |
|----------------------|--------|
| Silver nitrate..... | Gm. 10 |
| Distilled water..... | Gm. 80 |
| Ammonia | Gm. 30 |
- (b) In a clear glass bottle—
- | | |
|---------------------------|---------|
| Pyrogallol..... | Gm. 1 |
| 40 per cent. alcohol..... | Gm. 500 |

Eau d'Afrique.

- (a) In dark bottle—
- | | |
|----------------------|---------|
| Silver nitrate..... | Gm. 3 |
| Distilled water..... | Gm. 100 |
- (b) In clear glass bottle—
- | | |
|----------------------|---------|
| Sodium sulphide..... | Gm. 8 |
| Distilled water..... | Gm. 100 |

Krinochrome.

- (a) In clear glass bottle—
- | | |
|----------------------|---------|
| Pyrogallol..... | Gm. 10 |
| Distilled water..... | Gm. 180 |
| Alcohol | Gm. 100 |
- (b) In dark bottle—
- | | |
|----------------------|---------|
| Silver nitrate..... | Gm. 12 |
| Ammonia | Gm. 60 |
| Distilled water..... | Gm. 300 |

Nail Bleach and Nail Polishing Powder.—C. P. B. asks for formulas for a nail bleach and nail polishing powder.

A weak acid solution is usually employed as a nail bleach, tartaric acid or citric acid being used by preference, though sulphuric acid is occasionally recommended. The following formulas are culled from the literature:

Tartaric acid.....	3i
Tincture of myrrh.....	fl. 3i
Eau de cologne.....	fl. 3ij
Distilled water.....	fl. 3iij

Dissolve the acid in the water, mix the tincture of myrrh and eau de cologne and add to the acid solution.

The nails are dipped in this solution and afterward wiped and polished with a chamols skin.

Sulphuric acid was originally used in the following combination:

Sulphuric acid diluted.....	fl. 3iij
Tincture of myrrh.....	fl. 3iss
Distilled water.....	fl. 3vi

This is used in the same way as the preceding solution.

A wide variety of mixtures is recommended under the head of nail polishes. The basis of the best powders is usually some salt of tin. In most of the published formulas either the oxide or the chloride of tin figures, but some of the newer powders and pastes contain a mixture of oleate and stearate of tin, prepared by precipitating a solution of soap with a solution of stannous chloride. The following are stock formulas:

I.

Tin oxide.....	Gm. 30
Carminc	Gm. 0.9
Rose oil.....	gtt. 6
Neroli oil.....	gtt. 5

II.

Tin oxide.....	Gm. 30
Powdered tragacanth.....	Gm. 0.06
Glycerin	gtt. 1
Carminc solution.....	sufficient to color a pale rose
Rose water.....	sufficient to make a paste

III.

Cinnabar	Gm. 3.75
Infusorial earth.....	Gm. 30
Essential oil of bitter almonds.....	gtt. 2

IV.

Putty powder (fine).....	3iv
Carminc	gr. ij
Oil rose.....	gtt. 1

V.

Tin peroxide.....	3vi
Tragacanth	gr. vi
Glycerin	gtt. iv
Rose water.....	sufficient

VI.

Tin oxide (fine).....	3viiij
Carminc	gr. xxxv
Oil bergamot.....	gr. xx
Oil lavender.....	gr. xx

After the use of any one of the above preparations the following mixture is to be applied, either by friction with a soft leather or as an enamel with a camel's hair pencil:

Paraffin wax.....	3i
Chloroform	3ij
Rose oil	gtt. iij

Correspondence.

Physicians to Blame for Poor Quality of Clinical Thermometers.

To the Editor:

SIR,—As a manufacturer of clinical thermometers, I feel compelled to answer an article which appeared in your journal for October entitled, "Inaccuracy in Clinical Thermometers," and in which the burden of censure is placed upon manufacturers. It is the purpose of my reply to show that this article is in some respects erroneous and does a great injustice to those manufacturers who pride themselves on the accuracy of their product.

It is evident that if perfection superseded all other considerations there would only be one quality of any article of commerce manufactured, but for economic reasons the public is often compelled to sacrifice perfection for cheapness, hence many goods of inferior quality find a market among those who cannot afford to buy the more expensive products. The poor man, for instance, buys the cheaper hat, shoes, clothing, &c., and usually also consults the physician who has a reputation for moderate fees. Irrespective of the extent of fees, however, the law distinctly provides that the medical practitioner shall have a knowledge of his calling, which is vouched for by his diploma, and the public takes for granted that he will only use the most approved agents at his command in diagnosis and treatment. There is therefore no reason why physicians in general should not use thermometers which fully meet with all of the scientific requirements of the most competent critic. If they do use inaccurate thermometers, the fault does not rest with the manufacturer, who after all only seeks to comply with the physicians' demand. Physicians themselves are alone responsible for the demand for cheap thermometers, since the clinical thermometer is strictly a physician's, rather than a layman's, instrument. As soon as manufacturers find that only perfect thermometers can be sold they will naturally desist from making any other kind, and it is therefore incumbent upon the medical profession to remedy the evil of which some critics rightfully complain.

THE MEDICAL PROFESSION AT FAULT.

Since so much depends upon the accuracy of clinical thermometers it is certainly the duty of the medical profession to so influence or control its members as to compel them to use only verified thermometers. The medical profession has it in its power to so amend the medical practice act as to make it unlawful for physicians and nurses to use thermometers which have not been pronounced perfect by the proper bureau of standards. The "positive criminality" charged to manufacturers by Mr. Mayo should properly apply to physicians who use the thermometers condemned by him. The physician who expects to purchase for the price of a sheet of rag-time music so delicate an instrument of precision as a clinical thermometer should be, is in need of much enlightenment respecting the skill and time required to produce accurate clinical thermometers, and while Mr. Mayo's article is extremely timely and praiseworthy, yet the following noteworthy omissions have been made therein:

HOW THERMOMETERS ARE MADE.

In the first place, clinical thermometers are composed of two different kinds of glass, the bulb being made of imported Jena glass fused to the stem, which is of domestic manufacture. The stems are then filled with mercury and the latter tested as to its expansion, which should be uniformly smooth in its motion up and down the stem. In those instances where the mercury moves by spasmodic jerks the stem is relegated to the class of "second quality," and if this erratic action is too great the stem is discarded as worthless. Experience has shown that about 65 per cent. of the stems are perfect, 25 per cent. second quality and 10 per cent. are a total loss of both labor and material up to this stage of manufacture. If only perfect stems are to be used in the future it is evident that a waste of 35 per cent. must be charged up to the cost of production at

the outset and before the stems are graduated. To insure lasting accuracy in the reading of the scale, experience has also proven that the stems should not be graduated until at least three or four months have elapsed, as the glass undergoes a molecular change after the above first process of manufacture, which, if disregarded, vitiates the accuracy of the thermometer readings. Yet the marketing of unseasoned thermometers is one of the most frequent errors committed by unprincipled makers. The process of pointing, graduating and engraving must be individually applied to each stem, and is one requiring the attention of the most skilled artisan. Perfect clinical thermometers vary in price from \$70 to \$180 per gross at wholesale, the higher price applying to the jacketed thermometers, which have a shield over the stem so as to prevent lodgment of germs in the graduations.

WHOLESALE DEALERS ALSO AT FAULT.

It should also be known that the majority of wholesale drug houses, as well as large surgical instrument dealers who sell large quantities of clinical thermometers, are in the habit of beating the manufacturer down in his price all they possibly can so as to secure for themselves as large a profit as possible. They seek to buy clinical thermometers at from \$20 to \$36 per gross, and these they sell to the average retail druggist at from \$4 to \$9 per dozen. Their argument has always been that on such goods they must make a large profit as they are compelled to sell the staple drugs, with which the trade is better posted, at about 10 per cent. profit.

What kind of thermometers can wholesale houses expect to buy at from \$20 to \$36 per gross, provided with certificates and with special brands marked on them? The absurdity of expecting to obtain satisfactory thermometers at any such price is shown by the fact that the United States Government charges \$18 per gross for certifying alone. The Government has brought the certification down to a science, and does it at as low a figure as is consistent with accuracy, not looking to make a profit out of the public, but merely to protect it. In some isolated cases \$42 per gross is being paid for so called quick-registering thermometers, in lots of one gross or less, but even then the wholesalers think they are paying too much.

QUICK-REGISTERING THERMOMETERS.

A great fraud is perpetrated in selling half a minute, one minute, two minute, etc., thermometers. The quickness of the registering of a thermometer depends upon the bore and the quantity of mercury in the bulb. The smallest bulbs and the smallest bores register the quickest, but it should be known that no one should attempt to get thermometers to register a temperature that can be depended upon in half a minute, one minute or even two minutes, but that every thermometer, no matter how small the bore is, or how small the quantity of mercury in the bulb, must be given at least three minutes in which to register a temperature that can be relied upon, and if the bulb of mercury is large it should be given three minutes, or more.

MORE TIME REQUIRED TO REGISTER ACCURATELY.

The best hospitals and most reputable physicians throughout this country will attest to the fact that the temperature cannot be reliably taken with any clinical thermometer in less than three minutes. A great many clinical thermometers are returned to the manufacturer as faulty by druggists and physicians who get a thermometer which is marked as a half or a one minute instrument, and which is expected to register the maximum temperature in that time, and, failing to do this, is condemned.

UNITED STATES BONDED WAREHOUSE FOR AGING THERMOMETERS.

The greatest harm is being done by garret masters (small makers) who have no financial standing or reputation to sustain. They are willing to earn day's wages by selling thermometers for cash. Proper legislation should be enacted to compel a manufacturer or any one making clinical thermometers, to deposit in some United States bonded warehouse or other place designated by the United States Government, his stock of ungraduated clinical thermometers, and which should

not be released for completion under three, four or, possibly, six months.

Then, when the tubes are released by the Government and before they can be used, the Government should etch or engrave on each tube some mark or date which will protect the public and show that the thermometer stem has been properly seasoned. This would prevent any one from buying a half gross or a gross of unseasoned tubes to be engraved for immediate use. Only a national law would prevent such practices.

A FAIR PRICE MUST BE PAID IF A GOOD ARTICLE IS WANTED.

The average physician expects to buy a thermometer for 50 cents, and our leading hospitals, which receive large contributions from the various States, want to buy clinical thermometers at from \$24 to \$30 per gross. How can they at this price expect to get goods which are scientifically and accurately made?

The United States Government asks for bids on thermometers in 1,000 lots, it being stipulated that the thermometers must be five inches long and be graduated with both Fahrenheit and Centigrade scales, and though both of these stipulations are in excess of the provisions commonly expected, yet the price paid by the Government is less than 27 cents each! It would be interesting to know how many of the thermometers purchased during the last decade by the United States Government at this price would be pronounced acceptable by its own bureau of standards. It is difficult to understand how the Government can expect to buy accurate scientific instruments at 27 cents each when its own bureau of standards charges \$18 per gross for certifying as to their accuracy. Having established a bureau for the elevation of the standards, the Government should not foster the traffic in cheap and inaccurate thermometers by purchasing at any such price. A MANUFACTURER.

Is Pharmacy a Profession?

To the Editor:

SIR,—In nearly every issue of nearly every journal of pharmacy articles appear which have for their object to prove that the drug business is a profession and scoring those in the business who will not pose as professional men.

These papers are usually from men who are honest, and indicate the honest attitude of the writers on the subject, but that pharmacy is not a profession I humbly contend, and the sooner these druggist-professional people take their coats off and engage in a commercial enterprise—the buying and selling of drugs—the better it will be for them.

When a man buys a drug store he does so, of course, because he thinks he can buy drugs and sell them at a profit. If it so happened that his capital would allow him to buy the corner grocery, would he, in a month or so, claim to be engaged in a profession because he sold sterilized milk? Or, suppose he had bought the jewelry store and knew how to fit glasses at \$5 per, would that change his status from a tradesman to a professional man?

The fact that a man has spent two or three years in a college of pharmacy and graduated with honors is very creditable to him. It has taught him the side of a commercial business he could not become acquainted with in a drug store, and if it has not made him think that he is better than his business it has been a benefit to him; at the same time, when he graduated he did not become a professional man; he simply became better equipped to buy and sell drugs at a profit; or, if that is not the object, he has no business in the trade. Did you ever hear of any of our big wholesale druggists claiming to be professional men? We mean, of course, making the claim because they sold drugs. You certainly did not. They are not so green. They are in the business for the money that is in it. The only man about the premises who could make the claim of doing professional work—from the druggist's standpoint—is the industrious laborer who knows enough to put up 50 pounds of Epsom salts when ordered, and never puts up 50 pounds of oxalic acid by mistake.

Nothing can be farther from our object in writing these few words than to detract from the just pride and sense of worth

which every educated druggist should have. They are engaged in an honorable, arduous and oftentimes thankless and losing business; but, after all, it requires more ability to sell camphor than it does to sell cabbage (that ought to hold you to your work for a while), but you are not engaged in a profession, or if you think you are and insist upon it, it's safe to say the other fellow has got your trade away. KEYSTONE.

Book Reviews.

EXAMINATION OF THE URINE. A Manual for Students and Practitioners. By G. A. de Santos Saxe, M. D., assistant pathologist to the Columbus Hospital, New York; member of the American Urological Association, etc. Fully illustrated. Philadelphia, New York, London: W. B. Saunders & Co., 1904. Pp. 391. (Flexible leather, \$1.50 net.)

Dr. Saxe's work is designed for the use of both the medical and the pharmaceutical student and for the pharmacist and general practitioner. It offers in a condensed but fairly complete form a treatise comprising the latest methods, presented for the most part in a clear, succinct and easily comprehensible manner. Special attention is given to microscopical diagnosis and to the interpretations of the findings of the examiner. In making these interpretations, the modern school of thought, as represented in French and German contemporary literature, is followed. The descriptions of technics are clear and definite, and the author has evidently endeavored to sift out the methods of examinations generally followed with a view to the selection of the most simple and most reliable.

EXPORTERS' ENCYCLOPEDIA. Containing Full and Authentic Information Relative to Shipments for Every Country in the World. Pp. vi.-400. New York, 1904. Exporters' Encyclopædia Company.

Merchants who cultivate an export trade will find this work of exceptional value. It gives the direct shipping routes from New York to foreign ports, together with detailed instructions regarding the packing, marking, shipping and documentation of consignments. The arrangement of the book makes it convenient for reference, as the different routes and regulations are given under the name of the countries in alphabetical order. The address of the consular representative immediately precedes the detailed instructions pertaining to shipments under the name of the country.

BOOKS RECEIVED.

Practical Physiological Chemistry. By J. A. Milroy, M.A., M.D., Demonstrator of Physiology, Queen's College, Belfast, and T. H. Milroy, M.D., B.Sc., F.R.S.E., Professor of Physiology, Queen's College, Belfast. Pp. ix-201. New York, 1904: Longmans, Green & Co. Edinburgh: William Green & Sons.

The Occurrence of Aluminum in Vegetable Products, Animal Products and Natural Waters. A Contribution to the Bibliography of the Subject. By C. F. Langworthy, Ph.D., and Peter T. Austen, Ph.D. First edition. First thousand. Pp. v-168. New York, 1904: John Wiley & Sons. London: Chapman & Hall. (Cloth, \$2.00.)

The Urine, and Clinical Chemistry of the Gastric Contents, the Common Poisons and Milk. By J. W. Holland, M.D., Professor of Medical Chemistry, Jefferson Medical College of Philadelphia. Seventh edition, revised and enlarged. Pp. 174, with 41 illustrations. Philadelphia, 1904: P. Blakiston's Son & Co. (\$1.00 net.)

Manual of Physiological and Clinical Chemistry. Second edition, revised and enlarged. By Elias H. Bartley, B.S., M.D., Ph.G., Professor of Chemistry, Toxicology and Pediatrics in the Long Island College Hospital, author of "Medical and Pharmaceutical Chemistry." Pp. 181, with 47 illustrations. Philadelphia, 1904: P. Blakiston's Son & Co. (\$1.00 net.)

Saunders' Questions Compend. Essentials of Medical Chemistry. Organic and Inorganic. Containing also Questions on Medical Physics, Chemical Philosophy, Analytical Processes, Toxicology, etc. Prepared Especially for Students of Medicine. By Lawrence Wolff, M.D., formerly Demonstrator of Chemistry, Jefferson Medical College, Physician to the German Hospital of Philadelphia, etc. Sixth edition, thoroughly revised. By A. Ferree Witmer, Ph.G., formerly Assistant Demonstrator of Physiology, University of Pennsylvania, Neurologist to the Out-Patient Department of the Hospital for Ruptured and Crippled, New York City. Pp. 225, fully illustrated. Philadelphia, New York, London, 1904: W. B. Saunders & Co. (Cloth, \$1.00 net.)

Manual of Materia Medica and Pharmacy. Specially Designed for the Use of Practitioners and Medical, Pharmaceutical, Dental and Veterinary Students. By E. Stanton Muir, Ph.G., V.M.D., Instructor in Comparative Materia Medica and Pharmacy in the University of Pennsylvania. Third edition, revised and enlarged. Pp. 192, interleaved throughout. Philadelphia, 1904: F. A. Davis Company. (Extra cloth, \$2.00.)



By W. A. DAWSON

Under this head will appear suggestions and plans for increasing trade, advertising experiences, information, and notes of interest useful to the pharmacist in the preparation of his advertising matter. Specimens of current advertising will be reproduced, with suggestive analysis and criticism, and queries relative to advertising matters will be answered. To avoid delay address communications to the Department of Business Building, AMERICAN DRUGGIST, 66 West Broadway, N. Y.

LEAFLET AND BROADSIDE.

The leaflet is the smallest and the broadside the largest of the handbill family—the latter being usually 12 x 18 inches in size, or half of a half sheet of wrapping paper; the leaflet is usually of a size that will slip easily into a No. 5 or No. 6 commercial envelope, whichever size may be used for the office stationery of the advertiser. These two forms of the circular admit of being used as auxiliary advertising by the pharmacist at very small cost.

When systematically and persistently used, the leaflet is especially economical and effective. Economical because the size admits of using the ready-set matter of a 3 or 4 inch single-column newspaper ad. One or both sides may be printed, the latter being preferable. A double-barreled ad., like a double-barreled gun, will bring down more game than a single one—other things being equal.

The "broadside" may be gotten up with the same degree of economy by using the ready-set display matter of a number of newspaper ads., either all or the greater part of the broadside made up in this way. Or the broadside may be made to take on the character of a store paper by a judicious use of display ads along with new matter—clippings of matter bearing upon subjects germane to pharmacy, "health hints," household recipes, useful information and reading items of "Store News."

The broadside—usually printed on both sides—may be distributed from the store or from house to house as a folio—that is, folded once—while its size is such as to admit of folding to go into a No. 6 envelope for mailing.

The best paper stock upon which to print the leaflet is a fairly good "antique" or a light weight "cover" paper of cream white or some light tint. The broadside needs only a light, tough stock of any kind that will stand repeated folding and unfolding without breaking.

In "antique" paper the sheets of paper are in the rough, as it were—that is, unsized and uncalendered, calendering being a similar process to that of smoothing with hot irons, and has the porous texture and slightly roughened surface of filter paper. It is the paper found in old books, or the modern cheap imitation of it. In printing it, the ink used should be the special "antique" ink, made for the purpose, or manipulated with the various ink "dopes" known to the pressman.

We mention these details because the advertising leaflet is of little value unless it is something out of the ordinary in its make-up, and because the antique style, if well done, is always attractive to the eye, where the same matter printed in ordinary ink on common white paper, or even on a good quality of smooth finished paper, would seldom receive a second glance.

The antique effect secured by "old style" type faces, inks and papers, now in vogue in high-class print shops, has an eye compelling power that all other printing, except costly plate or color work, does not have. The long, slender, condensed letters of type faces of the Cheltenham old style class have a certain refinement and artistic quality that dignifies the most ordinary matter. An advertisement set in one of these

styles has an aristocratic air that carries an impression of quality and culture. Also, on account of the condensed face of these types, they are most suitable, both in proportion and economy of space, for the single-column newspaper ad. It is a style peculiarly suitable to the advertiser who uses a small space in the dailies of his city, and to such an advertiser the leaflet bearing some of the matter thus used will be found most profitable.

It is well to have each issue of leaflets of a different color.

By planning ahead and keeping in view this double use of the matter when writing his ad copy for the newspaper, the advertiser will be able to get the best at the least cost. The leaflets can be made more attractive by printing them in two colors, with little additional expense, in this way: Have the blanks for a number of issues cut and printed ahead. Choose tints of stock that the color will go well with and then strike off each lot with the reading matter in the other color as they are wanted.

For example, the leaflet blanks may have a heavy rule border at top and bottom of the page, and, perhaps, the name and address line or a catch phrase, printed in red. Then, when desired, the body of a newspaper ad may be lifted out of the form and printed in the space left blank for it on the leaflet in ordinary black ink, with pleasing results.

The broadside, as we have spoken of it, is simply a number of leaflets printed upon one large sheet; sometimes with the addition of new matter to make it hang together better. In a future issue we hope to give examples of these forms of advertising matter.

Criticism and Comment.

Fine Bath Sponges

Just in, a new stock of the finest quality "Honeycomb" Bath Sponges, direct from the Mediterranean Sea, where the finest sponges grow. Prices are 25c, 75c, \$1.50 and \$2.00, with some few extra large and perfect specimens at \$3.00, \$3.50, \$4.00, \$4.50 and \$5.00.

To those who don't know sponges, \$5.00 may seem a tremendous price, but it's not an unusual one. We do not sell many \$5.00 sponges, but we do sell a great many sponges at \$1 to \$2 each, at which range of price a sponge of the finest grade and big enough for most people, may be bought.

Sponges like these are soft as velvet and tough as leather, the most economical sponges to buy, when their great durability is considered. We have cheaper bath sponges (from 5c up) and sponges of every kind for all purposes.

"Complexion Brushes"

This week one of our show windows is filled with Face Brushes—a big stock of them.

The Complexion, or Face, Brush is a quite modern invention in toilet brushes, although their sale has reached enormous proportions. People have been quick to appreciate the luxuriance of the Face Brush and its superiority over a sponge or cloth in cleaning the pores of the skin.

Various sizes and styles, 15, 25, 45, 50, 80c and \$1.00. The 50c is a most serviceable style.

We are showing a fine line of Ladies' Dressing Combs, in various shapes, style and weight, "coarse and fine," or "all coarse" teeth, some with handles. 25, 35, 50, 75, 90c, and \$1.00.

White Castile Soap

When made from pure olive oil, as it should be, is the purest and mildest of all soaps.

The genuine kinds come from the countries where the olive is grown: Italy, France, Spain, Syria, and other lands.

The finest Soap, like the finest olive oil, comes from Italy, and the white castle made by Conti & Sons, of Leghorn, is regarded as the best of Italian Soaps. It comes in bars that weigh about 4 pounds, when fresh. We sell it at 75c a bar, and in 10c cakes (¼ bar) and 5c cakes (1-16 bar).

French White Castile—Millau Bros., Marseilles—80c per bar (4 pounds).

Syrian Castile—"Pavano" brand, in 1-pound bars—15c per bar. The same in small cakes with wash cloth wrapped around each cake. 5c.

Colgate's "Tuscan Castile," a green olive oil soap, 5c cake.

A Follow-Up Series.

A favorite method with this advertiser is to follow with goods of a similar class in his window and store displays and his newspaper advertising; changing displays weekly and planning so that in each year "the whole stock is run through the windows."

PASSAGE OF THE MANN BILL.

Bill H. R. 13,679 Abolishing Product Patents Passed in the House of Representatives—Bill Provides That the Patents Must Be Worked in This Country or Else Become Public Property—Was Bitterly Opposed by Phenacetine Agents.

Favorable action was taken on the Mann Bill, amending the statutes relating to patents, in the House of Representatives at the session on last Wednesday, December 14. The bill was called up by Mr. Hinshaw, who explained that it was a re-enactment of the existing law except as to one provision, denying patent rights upon processes of manufacture. The only other change in the bill is that foreign manufacturers who are granted patents in the United States must work their patents in this country within two years after the commencement of the manufacture of the product, or else it becomes a public property. The text of the bill as it passed the House of Representatives is as follows:

A bill (H. R. 13,679) amending the statutes relating to patents. *Be it enacted, etc., That section 4886 of the Revised Statutes, as amended by act of Congress approved March 3, 1897, be, and the same is hereby, amended so as to read as follows:*

"Sec. 4886. Any person who has invented or discovered any new and useful art, machine, manufacture or composition of matter, or any new and useful improvements thereof, not known or used by others in this country before his invention or discovery thereof, and not patented or described in any printed publication in this or any foreign country before his invention or discovery thereof, or more than two years prior to his application, and not in public use or on sale in this country for more than two years prior to his application, unless the same is proved to have been abandoned, may, upon payment of the fees required by law and other due proceedings had, obtain a patent therefor: Provided, That no patent shall be granted, on any application filed subsequent to the passage of this act, upon any drug, medicine or medicinal chemical, except in so far as the same relates to a definite process for the preparation of said drug, medicine or medicinal chemical."

Sec. 2. That section 4887 of the Revised Statutes as amended by act of Congress approved March 3, 1897, and as further amended by act of Congress approved March 3, 1903, be, and the same is hereby, amended so as to read as follows:

"Sec. 4887. No person otherwise entitled thereto shall be debarred from receiving a patent for his invention or discovery, nor shall any patent be declared invalid by reason of its having been first patented or caused to be patented by the inventor or his legal representative or assigns in a foreign country, unless the application for said foreign patent was filed more than twelve months, in cases within the provisions of section 4886 of the Revised Statutes, and four months in cases of designs, prior to the filing of the application in this country, in which case no patent shall be granted in this country."

"An application or patent for an invention or discovery, or for a design, filed in this country by any person who has previously regularly filed an application for a patent for the same invention, discovery or design in a foreign country which, by treaty, convention or law, affords similar privileges to citizens of the United States, shall have the same force and effect as the same application would have if filed in this country on the date on which the application for patent for the same invention, discovery or design was first filed in such foreign country, provided the application in this country is filed within twelve months in cases within the provisions of section 4886 of the Revised Statutes, and within four months in cases of designs, from the earliest date on which any such foreign application was filed. But no patent shall be granted on an application for patent for an invention or discovery or a design which had been patented or described in a printed publication in this or any foreign country more than two years before the date of the actual filing of the application in this country, or which had been in public use or on sale in this country for more than two years prior to such filing: Provided, however, that in case any drug, medicine or medicinal chemical, on which a patent for a definite process for the preparation thereof has been granted on any application filed subsequent to the passage of this act, is not manufactured in the United States by or under authority of the patentee, within two years of the granting of said patent, and after the commencement of said manufacture the same is not continuously carried on in the United States in such a manner that any persons desiring to use the article may obtain it from a manufacturing establishment in the United States, then said patentee shall have no rights under the patent laws of the United States as against any citizen of the United States who may import such drug, medicine or medicinal chemical into the United States, or who may produce or manufacture the same in the United States, or who may handle for sale or use such article so imported or manufactured."

Amend the title so as to read: "A bill to amend sections 4886 and 4887 of the Revised Statutes, relating to patents."

The passage of this bill is regarded as a great victory for the National Association of Retail Druggists, which has aggressively pushed the measure in the face of considerable opposition. Efforts will now be redoubled to secure favorable consideration for the bill in the Senate. The agent of the phenacetine manufacturers has publicly declared that "the Mann Bill will not be passed." However, it is a measure which the retail druggists of the country have so close at heart that they may be depended upon to give their representatives in the Senate no peace until it is passed.

The second annual banquet of the Calvert Drug Company, of Baltimore, Md., to celebrate another prosperous year of this company, was held November 10 at the New Hotel Belvedere, in that city.

BROOKLYN DELAYS AFFILIATION.

Kings County Pharmaceutical Society to Get the Sense of Other Associations Before Deciding the Matter of Affiliating with the N. A. R. D.—The Action a Disappointment to N. A. R. D. Organizers—Does the Public Regard Druggists as a Sort of Vermiform Appendix to the Medical Profession?

This month's meeting of the Kings County Pharmaceutical Society was looked forward to with considerable interest by many of the members, because it was expected that definite action would be taken in the matter of direct co-operation by the society with the National Association of Retail Druggists. The meeting was held last Tuesday afternoon at the Brooklyn College of Pharmacy building, 265 Nostrand avenue, and J. B. Duble, manager of the Eastern Branch of the N. A. R. D., was present and addressed the gathering. Early in the proceedings a resolution was introduced authorizing the society to affiliate with the N. A. R. D. on condition that the organizers of the National Association should collect the dues of both the N. A. R. D. and the society, amounting to \$6 per annum, but this motion was tabled temporarily in order to permit the members to listen to a statement by Mr. Duble. The latter pleaded eloquently for immediate action by the society, and he was earnest in his opposition to any delay. The sentiment of the meeting was, however, decidedly against hasty action. Dr. Muir, Professor Anderson, T. J. France, O. C. Kleine, J. H. Rehfuess and other leading members gave expression to their convictions that it would be very unwise for the 25 or 30 members present to bind the entire association of 500 members to so important a course of action as was contemplated, especially in view of the fact that no other association in Greater New York had as yet signified its intention of affiliating with the N. A. R. D. A suggestion by Dr. Muir for the holding of a conference of the representatives of the various pharmaceutical associations was put in the form of a motion and ultimately prevailed. By this action the several associations will be asked to send representatives to a general conference for a full and free discussion of the matter of bringing New York into line with the N. A. R. D. movement. The conference will be arranged for at once and the results will be reported at a special meeting if anything is definitely decided upon prior to the date of the next regular meeting of the society.

MEETING LATE IN STARTING.

Although called for 2.30 o'clock it was 15 minutes after 3 before President Paradis opened the meeting and called for the reading of the minutes of the previous meeting by Secretary A. E. Hegeman. The secretary reported no new applications for membership, but that a number of Brooklyn druggists were present who were not members, attracted by interest in N. A. R. D. matters, and these he hoped to welcome to the fold. Three candidates for membership whose applications had been favorably reported upon by the Committee of Investigation were balloted for and duly elected. Their names are: Barnet Simon, 44 Leonard street; David Aisman, 975 Myrtle avenue, and Alexander Friedenber, 15 Humboldt street.

AMENDMENTS ACTED UPON.

Dr. P. W. Ray, the venerable treasurer of the society, was late in getting to the hall, and the reading of his report was deferred while unfinished business was taken up. The amendments to the constitution and by-laws, which were submitted at the previous meeting, were then acted upon, after Dr. Muir had explained that the object of making the changes was to bring the college regulations in harmony with the regulations of the Board of Regents under the operation of the new Prerequisite Clause law. The following is the text of the amendments adopted:

Article X of the Constitution is amended to read as follows:

ARTICLE X.

Requirements for Entrance, Graduation and Degrees.

SECTION 1. The College established by this Society shall maintain a two years' course in pharmacy, consisting of two courses of lectures of one year each.

SECTION 2. Every applicant for entrance to the college must be not less than seventeen years of age, and shall be required to pass, as a

condition for entrance, a satisfactory examination in subjects designated by the Regents of the University of the State of New York, of not less than twelve Regents' counts or an educational equivalent acceptable to said Regents.

SECTION 3. Every person upon whom the degree of graduate in pharmacy shall be conferred by the college and to whom a diploma of the college shall be issued must be of good moral character, not less than twenty-one years of age, and have attended the two years' course of lectures delivered in this college or one course of one year in this college and one course of one year in some other recognized school of pharmacy or college of pharmacy or department of a university which requires the same conditions for entrance as this college requires as above provided; the last course, however, must have been attended at this college. Such person must also present satisfactory proof of having had four years' experience, under the supervision of a qualified person or persons, in a store or place where physicians' prescriptions are compounded, pay an examination fee and pass a satisfactory final examination in the branches of study prescribed by the Society through its board of trustees.

Change the numbers of present sections 2 and 3 respectively to 3 and 4.

Amend Article V, Section 3 of the By-Laws, so as to read as follows:

SEC. 3. Candidates for graduation and for the degree of doctor of pharmacy who have satisfactorily complied with the requirements therefor, as prescribed in the Constitution, shall be recorded as graduates in pharmacy and doctors of pharmacy, respectively, and their diplomas shall be conferred at the next succeeding annual commencement, unless otherwise ordered by the Board of Trustees, which Board may in its discretion confer a degree or grant a diploma at any meeting of the Board.

The amendments adopted are indicated by italics.

THE ALBANY CONFERENCE.

Dr. Muir gave an informing account of the action taken at the conference of the pharmaceutical associations of New York, held recently at Albany, to agree upon proposed changes in the pharmacy law. He said that most of the local societies throughout the State had been represented at this conference, though it was doubtful whether the Syracuse Association was represented, since the member present from Syracuse (George E. Thorpe) had acted as a member of the Committee on Legislation of the New York State Pharmaceutical Association, and when he had been asked directly as to whether he represented the Syracuse Association he rather evaded the question. W. B. Bissell, the accredited delegate from Syracuse, did not attend. Dr. Muir said that a strong effort would be made to secure a reduction of the internal revenue tax on licenses for the sale of alcohol, tinctures, etc., from \$25 to \$5. As chairman of the Committee on Legislation of the society he asked for instructions regarding the introduction of another bill at the next session of the State Legislature to provide for the removal of the tax on property of the society. On motion his committee was authorized to introduce such a bill.

THE MOTION FOR IMMEDIATE AFFILIATION.

Ex-President Oscar C. Kleine, as chairman of the committee appointed at the previous meeting to devise ways and means of effecting an affiliation with the N. A. R. D., then reported, submitting the resolution mentioned in the opening paragraphs. Dr. Muir wanted the motion tabled temporarily to allow Mr. Duble an opportunity to address the meeting relative to it. Mr. Kleine suggested receiving the motion and taking it up later under the head of new business. Professor Anderson objected to a motion to table, for the reason that the impression might go out that the Kings County Pharmaceutical Society had tabled a resolution to affiliate with the N. A. R. D. In order to bring it properly before the meeting he moved its adoption. Objection by Dr. Muir prevented this, and its consideration was laid over until later on in the proceedings.

MR. DUBLE'S ADDRESS.

Mr. Duble was then invited to address the meeting, which he did briefly. In opening he said he desired to relieve the minds of the members about his taking up any great part of their time. He intended to be brief, as he had had a late session with the Bushwick Association the previous evening and was not feeling at his best. He began by saying that it had been a pleasant anticipation on his part to meet the Kings County Pharmaceutical Society, for the reason that it was among the few pharmaceutical associations of the country which had for its primary object the elevation of the status of pharmacy. "And," he continued, "I tell it not in Gath, publish it not in the streets of Askelon," if I thought the sole object of your organization was the maintenance of prices on patent medicines I would not talk to you." He then paid a

number of compliments to the members of the Kings County Pharmaceutical Society, speaking particularly of the enduring monument to their activity which they possessed in their fine new building. Continuing, he said:

"The N. A. R. D. has assumed a task of stupendous proportions, one which scarcely 1 in 10 could believe would be accomplished, for we are striving not only for the protection of prices but for the very salvation of a time honored profession. I need not go into any details or give a general statement of the plans and purposes of the N. A. R. D., for with these you gentlemen have kept pace and are familiar. The wonderful growth of the National Association during the past year has made the establishment of a New York office necessary. New York is admittedly the storm center of demoralization in this country, and a determined effort is to be made to improve conditions here. I would remind you that in affiliating with the N. A. R. D. you have on the one hand nothing to lose and on the other hand everything to gain. If allegiance to the N. A. R. D. is then to cost you nothing, why should you hesitate?" Mr. Duble closed by thanking the society for the privileges of the floor and announcing his readiness to answer any questions that might be asked during the progress of the meeting.

On motion of Dr. Muir Mr. Duble received the thanks of the society for his interesting talk.

DR. MUIR'S REASONS FOR OPPOSING IMMEDIATE AFFILIATION.

Dr. Muir then debated the question of immediate affiliation with the N. A. R. D. "This matter of organizing New York," said he, "is one of grave and momentous import. Mr. Duble says we have nothing to lose. But if the plan of organizing is not successful great harm will result. I do not believe the movement has any chance of success, unless every pharmaceutical association in the five boroughs can be interested and be induced to support it." The best method to pursue, he urged, would be to appoint a Committee on Conference, a large and representative committee, to meet with similar committees from other societies at a general conference, to which representatives of the N. A. R. D. might be invited. If Kings County were to affiliate and Manhattan did not very little would come out of the movement.

J. H. Rehfuess, who is connected with the Brooklyn Consolidated Drug Company, insisted that the Brooklyn Consolidated Drug Company should be invited to attend any conference that might be decided upon.

AN OLD-TIMER'S VIEWS.

T. J. France reviewed the history of previous movements for regulating prices on proprietary medicines. He was active in support of the old Campion plan some 20 years ago, and his experience at that time had set him against such movements. He insisted that the N. A. R. D. officers were going at the thing in the wrong way. If they were in earnest they would attack the heart of the trouble and keep proprietary medicines out of department stores and from the hands of cutters and other price demoralizers.

Mr. Kleine said he thought Mr. France had got hold of the wrong end of the handle. Under the new contract plans prices or proprietaries would be controlled by the manufacturers, a statement which brought Ben Rosenzweig to his feet with an inquiry as to what all this discussion was about. If the manufacturers were to regulate sales and prices there was no use for retailers discussing it.

MR. DUBLE DRAWS SOME COMPARISONS.

Mr. Duble said the attitude of members who insisted upon looking to the N. A. R. D. for the adoption of certain tactics and for certain results, and who at the same time pursued the policy of holding back from associating themselves with the N. A. R. D. in the work, was very like the position taken by certain members of an army that wanted to take a citadel. These members detached themselves and urged the others to go forward and storm the fortress, with the promise that after the pioneers had captured the citadel they would join forces with the victors.

Mr. Duble continued: "In every case where we have called upon the manufacturers to suppress cutting we have been asked, 'What are the retailers in that locality doing to help themselves to bring about better conditions?' I want to warn you against any delay in co-operating with the National Association, for delays are dangerous. It is in the immediate now that we want your help, not after things have been accomplished. Every moment's delay retards the wheels of progress. The fight we have to wage is largely with our own people, and in no place in America have we had more trouble than right here in this great city of New York. It is not alone to your interest, but it is to the interest of every druggist in the country, for the Kings County Pharmaceutical Society to come into affiliation with the N. A. R. D., for the force of example is very strong. We have made the jobber realize that it is necessary for him to protect his customers, and if one with whom they have dealings is detected cutting prices they suspend business relations with him at once. Manufacturers have instructed their agents throughout the country to notify certain jobbers to cut off price demoralizers.

OTHER THINGS THE N. A. R. D. STANDS FOR.

"The N. A. R. D. is not, however, wholly occupied with the bolstering up of prices or in attempts to put prices beyond the figures set by manufacturers. We are taking the position among the retailers of putting down imitations and substitutions. We are taking up matters of legislation to improve conditions in the pharmaceutical field, for we are tired of being regarded by the laity merely as a sort of vermiform appendix to the medical profession. If conditions are allowed to go on as they are we will soon see the drug store sink to the level of an adjunct to the department stores."

Mr. Duble again made a strong plea for immediate action, begging the society not to delay any further. Dr. Muir, however, did not see it that way. He said it would make a better impression on the rest of the country if New York could be shown to be united by some such conference as he had first proposed. It would only mean, he said, a delay of about 15 days, and many doubtful questions could be decided by the conference in that time.

A CONFERENCE DECIDED UPON.

Prof. Walter Bryan brought things to a focus by moving the appointment of a committee of seven to confer with committees of other pharmaceutical associations in New York on the question of affiliating with the N. A. R. D., such committee to report at the next or a special meeting of the Kings County Pharmaceutical Society, and the secretary was directed to communicate with other associations asking them to send representatives to such a conference. The motion was seconded by T. J. France and supported in a speech by Professor Anderson, who advocated allowing retailers and buying clubs generally to buy all goods that were not sold under contract without any restriction whatever. He read a lengthy extract from the *Bulletin of Pharmacy* reporting the success of a suit brought by the Miles Medical Company against a dealer who had cut prices, the suit being decided against the dealer, notwithstanding the fact that the latter had never signed any contract. The case was cited by Professor Anderson in order to reassure those who had been filled with stories about cutters stocking up with goods in advance of the contract plan being put into effect.

Professor Anderson closed with a strong appeal for support for the N. A. R. D. "If this movement of the N. A. R. D. falls," said he, "we can never hope for future relief. We should cast out any idea of not supporting the N. A. R. D. and put ourselves on record as strong supporters of the association."

Dr. Muir denied that there was any desire to delay affiliation for delay's sake. It was simply unavoidable.

This was practically all the business transacted apart from the presentation of the treasurer's report and the drawing of a warrant for \$600 to pay some necessary expenses. As an indication of the prosperity of the society and its college Dr. Muir announced that they would be able this year to lift \$7,000 from the mortgage.

MANHATTAN WILL ACT TO-NIGHT.

Special Committee to Report—Mr. Duble Declines to State in Writing What is Contemplated to Be Done by the N. A. R. D.

Rather interesting developments are expected at to-night's meeting of the Manhattan Pharmaceutical Association. At the last meeting a special committee was appointed to take the N. A. R. D. matter under consideration and report at this meeting. Just what the committee will report remains to be seen. Up to date last week no decision in the matter had been reached by the committee. From reliable sources it was learned that the committee had asked Mr. Duble to put down in black and white exactly what the N. A. R. D. proposed to do for New York; just what could be expected from the jobber and proprietor if certain interests refused to come into line, or persisted in demoralizing trade conditions, and just what support the organized retail druggists in other parts of the country would give to help keep conditions in this city as they should be.

So far as could be learned that was the gist of the communication which the committee sent to Mr. Duble. The principals in this correspondence, however, scrupulously guarded the nature or contents of this epistle, and could not be persuaded to divulge its text. It will probably be read at to-night's meeting, together with Mr. Duble's reply. Upon this reply will depend the nature of the report which the committee will make to the Manhattan Association, according to Chairman Alpers. It is known that Mr. Duble declined to sign the document submitted to him or to give a written agreement, as requested by the committee. The proprietors as well as the jobbers, in the contracts presented to retailers to sign, stated everything in the way of assurances that could reasonably be expected, in Mr. Duble's opinion, while the N. A. R. D. itself had already amply proved what it could do in other parts of the country. The National Association was formed for the benefit and welfare of retail druggists generally, its principles and object were well known, and Mr. Duble could see no reason why New York druggists should have a special dispensation in the form of a written agreement.

Mr. Alpers, though refusing to make known to the *AMERICAN DRUGGIST* representative the exact contents of the communication sent to Mr. Duble, stated in a general way that the committee wished to have in writing just what the N. A. R. D. proposed to do, etc., instead of having only "talk" upon which to base action.

Vacancies for Pharmacists.

The United States Civil Service Commission announces an examination on January 18, 1905, to secure eligibles from which to make certification to fill vacancies in the position of pharmacist under the Isthmian Canal Commission on the Isthmus of Panama. The age limit for pharmacists is 20 to 40 years, while the salaries range from \$900 to \$1,200 per annum, with board and quarters. The examination, which is open to graduates of pharmacy only, will consist of the following subjects, with the relative weights indicated: Letter writing, 5; chemistry, 15; pharmacy, 40; materia medica, 15; practical experience, 25; total, 100. Experience in this examination will be rated upon the time spent in the general work connected with pharmacy, the preparation and compounding of prescriptions and the making of official preparations.

Intending applicants should apply at once to the United States Civil Service Commission, Washington, D. C., for application forms 1,312 and 1,417. The exact title of the examination desired should be used in the application.

Free transportation will be furnished to the Isthmus from either New York, New Orleans or San Francisco, and also free return transportation upon completion of satisfactory service. Salaries or wages will be paid in gold or its equivalent in United States currency.

Obituary.

Dr. Frederick Hoffmann.

Dr. Frederick Hoffmann, formerly editor of the *Pharmaceutische Rundschau*, of New York, who died at his residence in Charlottenburg, Germany, on November 30, at the age of 73, was born June 20, 1832, in Wriezen. His early instruction was received from his father, who was distinguished both as a theologian and philologist, and was at one time a counselor of the Consistory of Stettin. He then attended the Joachimsthal Gymnasium in Berlin, and in 1847 he entered the pharmacy of J. F. Holtz, in Prentzlau, where he remained for four years, subsequently serving as an assistant in pharmacies in Schönebeck (Magdeburg), Erfurt and Suhl. From 1854 to 1856 he studied at the University of Berlin, where it was his privilege to receive scientific instruction from such eminent teachers as E. Mitscherlich, Heinrich Rose and R. Schneider in chemistry; Otto Berg and Alex. Braun in botany and pharmacognosy; Chr. G. Ehrenberg in microscopy; H. Dove and G. Magnus in physics and meteorology; H. Klug in entomology; Johannes Müller in physiology,



Dr. FREDERICK HOFFMANN.

and Carl Ritter in comparative geography. In 1856 he passed the State examination in pharmacy with the highest honors.

With a special inclination for the sciences of botany and forestry, Dr. Hoffmann applied himself for a time to these studies, but after having taken his degree at the University of Jena in 1859, circumstances rendered it expedient for him to change his plans and return again to pharmacy. After holding responsible positions in pharmacies in Berlin and in Stettin, and conducting for a year a pharmacy of his own in a small town of Pommerania, he left Germany in 1862 and established himself in the city of New York.

This was the beginning of a new and important epoch in Dr. Hoffmann's career. In the metropolis of the New World, which was destined to be his home for 34 years, his scientific and literary abilities soon found recognition and appreciation, for his services as a chemical expert were soon called for in an important case then pending in the courts relating to the aniline industry. The successful issue to which this was brought firmly established his reputation as a chemist, and his advice was frequently sought in technical matters, especially in connection with chemical industries. In conjunction with this chemical work Dr. Hoffmann was also actively engaged for a time as a teacher of chemistry and chemical analysis in some of the educational institutions of New York, at the same time delivering a number of popular scientific lectures and contributing to several literary periodicals.

Through the influence of some leading German physicians, whose acquaintance he had formed, Dr. Hoffmann was induced again to enter the ranks of pharmacy, and in 1866 he bought a drug store, which he conducted in a truly professional manner and with great success for a period of 16 years. Notwithstanding the exacting and onerous duties inseparably associated with such a vocation, and the long hours of mental and physical strain, which usually afford neither time nor stimulus for other efforts, it was still possible for Dr. Hoffmann to accomplish a

large amount of literary work. He not only contributed valuable papers to the leading pharmaceutical periodicals of America and Germany, chiefly relating to the important subjects of pharmaceutical education and legislation, as well as most interesting biographical sketches of eminent scientists, which were published in the *Popular Science Monthly*, but he also, in 1869, prepared the Report on the Progress of Pharmacy for the American Pharmaceutical Association, which was recognized by the late Professor Procter, then editor of the *American Journal of Pharmacy*, as a production of exceptional merit and value.

In addition to these numerous contributions to periodical literature he also prepared and published in 1872 a work which at that time was much needed, entitled "A Manual of Chemical Analysis as Applied to the Examination of Medicinal Chemicals," a second edition of which appeared in 1877, and a third edition in 1883, the latter in association with Dr. Frederick B. Powers. In 1881 he was appointed one of the three chemical experts of the newly created State Board of Health, and, during the two years of service in this capacity, he wrote extended and valuable reports on the examination of medicinal drugs and chemicals. It should also be noted in this connection that Dr. Hoffmann was the first to introduce the use of the microscope into American pharmacy, by demonstrating its value and applications as an instrument of research, especially in the examination of medicinal drugs and for the detection of adulterations.

During the years in which Dr. Hoffmann had been engaged in the practice of pharmacy many changes had taken place, and with a desire to devote his time more exclusively to literary work he resolved in 1882 to dispose of his business and establish a new pharmaceutical periodical, which, under the title of the *Pharmaceutische Rundschau*, soon became widely known and appreciated throughout America and Europe. For a period of 13 years Dr. Hoffman bestowed all his time and energies upon this journal, which, although published for the most part in the German language, was the recognized exponent of scientific pharmacy and the constant and uncompromising advocate of its highest ideals.

In the field of journalism Dr. Hoffmann not only found congenial occupation, but the resources of his mature and cultured mind, his broad scientific training, and his extended knowledge of practical affairs, together with the ability to form and express correct opinions regarding current problems and events, all served to impart to his writings a distinctive character and a literary value which will be appreciated and admired by all reflective students who peruse them for generations yet to come.

If it be considered that the 13 volumes of the *Rundschau* which he edited contain more than 500 contributions from his own pen, many of them extended, and thoughtful essays in the form of editorials, and others of a scientific, professional, historical or purely literary character, and that all of these represent a variety and depth of information which can only be attained by many years of close observation and study, it will be evident that Dr. Hoffmann stands in the front rank of his contemporaries with respect to the extent and value of the service which he has rendered to American pharmacy.

At the close of the year 1895 Dr. Hoffmann left New York to take up his residence in Berlin, where he lived up to the time of his death, though he usually spent his summers in the Alps. Although he practically abandoned the field of pharmaceutical journalism at the time of his return to Europe, he by no means ceased his literary activity, one of the results of his labors being the appearance of the work on the ethereal oils, written by Dr. Gildemeister and himself, which appeared in 1899. As Dr. Powers has truly said: "This comprehensive work is a masterpiece of historical study, truly classical in its character, . . . a most worthy and crowning effort of his literary career."

In the twentieth century number of the *AMERICAN DRUGGIST*, which appeared on March 26, 1900, Dr. Hoffmann presented a masterly study of pharmaceutical history, under the title, "A Century of American Pharmaceutical Literature and Journalism," which embraced a complete list of the various pharmaceutical journals which had been established up to that time in America. This study formed the basis of a still more complete review of pharmacy in the United States, which was prepared for the fiftieth anniversary celebration of the foundation of the American Pharmaceutical Association. Dr. Hoffmann returned to the United States in 1902, to preside at that meeting, which was held in Philadelphia; but his physical condition was such that on his arrival in New York he was unable to carry out his original intention, and was compelled to return to his home in Berlin without greeting his many friends among the older members of the association. Dr. Hoffmann is survived by his widow and one son, Otto, who studied at Johns Hopkins University, Baltimore, Md., and was graduated Doctor of Philosophy.



Peter Van Schaack.

Peter Van Schaack, the veteran wholesale druggist, died at his home, 37 Twenty-second street, Chicago, December 5. His death was not unexpected, as he had been seriously ill for some time and had retired from active business two years ago. He was the president and founder of the house of Peter Van Schaack & Sons, known as the "Old Salamander," because of the number of fires through which the firm had passed. The place of business is at 140 Lake street.

Mr. Van Schaack was a victim of pneumonia, which attacked him about two weeks before his death. His retirement from business was caused by the failure of his sight. Burial took place in the East after the funeral at the residence the Wednesday following his death. The surviving members of the family are the widow, formerly Miss Louise Smith, of New York City, and three sons. Robert H. and Cornelius Van Schaack, two of the sons, are now conducting the wholesale drug business. The third son, John, is a broker in New York.

Mr. Van Schaack came to Chicago in 1864. He was born in Manlius, N. Y., April 7, 1832, and was a son of Henry Cruger Van Schaack, a member of the New York bar and a historical writer. Peter Van Schaack learned the drug business early in life. Soon after receiving his preliminary training at Albany he opened a wholesale establishment at Charleston, S. C. He left there when the war broke out. The business which he started in Chicago was first known under the name of Burnham & Van Schaack. In 1870 the title was changed to Van Schaack, Stevenson & Reid. In 1877 it became Van Schaack, Stevenson & Co., and in 1885 the present name was adopted.

As founder of the Western Wholesale Druggists' Association, Mr. Van Schaack became widely known. This organization grew into the National Wholesale Druggists' Association. Mr. Van Schaack was once president of this body and has been an officer in several other similar organizations. He was a charter member and former president of the Holland Society, of Chicago. He had been a member of Christ Reformed Episcopal Church for a quarter of a century. His marriage took place in 1857.

C. C. Canfield died at his home in Ravenna, Ohio, on the night of December 4, aged sixty-eight years. He had been ill of congestion of the lungs for about one week. For years Mr. Canfield was a member of the wholesale drug firm of Benton,

Myers & Canfield, of Cleveland, which was later Benton, Myers & Co., and recently changed to Benton, Hall & Co. He was born in Chardon, Ohio, and has always made the Buckeye State his home. In 1891 he moved to Ravenna, where he has since resided. B. K. Canfield, the well-known New York painter and sculptor, is a son of Mr. Canfield.

Dr. Jerome T. Whelpley, the father of Editor H. M. Whelpley, of the *Meyer Brothers' Druggist*, St. Louis, died at his home in Cobden, Ill., on November 10, at the age of seventy. Dr. Whelpley was a G. A. R. veteran and a physician for half a century. He was a close student of educational and political as well as medical subjects.

DIED.

BALEY.—In Brookhaven, Miss., on Wednesday, December 7, R. Griffith Baley, in the twenty-ninth year of his age.

CANFIELD.—In Ravenna, Ohio, on Sunday, December 4, C. C. Canfield, in the sixty-ninth year of his age.

COLWELL.—In Jackson, Mich., on Sunday, November 27, Dr. C. B. Colwell, in the eighty-second year of his age.

COLSTON.—In Denton, Md., on Monday, November 14, Richard J. Colston, in the forty-fifth year of his age.

ELLERY.—In Washington, D. C., on Monday, November 28, Alfred S. Ellery, in the fifty-third year of his age.

FRY.—In Philadelphia, on Wednesday, December 7, Clinton M. Fry, in the fifty-ninth year of his age.

HOFFMANN.—In Charlottenburg, Berlin, on Wednesday, November 30, Dr. Fr. Hoffmann, in the seventy-third year of his age.

HOWE.—In Providence, R. I., on Sunday, November 6, Frank M. Howe, in the forty-fifth year of his age.

KALMAR.—In New York, on Tuesday, November 8, Julius Kalmar, in the thirty-fifth year of his age.

KOHLER.—In St. Louis, Mo., on Monday, December 5, Dr. Hugo W. Kohler, in the forty-first year of his age.

MCINTYRE.—In Cadiz, Ky., on Wednesday, November 30, E. A. McIntyre.

MESSIER.—In Lewiston, Me., on Thursday, November 17, Louis Messier, in the twenty-eighth year of his age.

NOWLIN.—In Saxton, Pa., on Sunday, November 21, Thomas Blair Nowlin, in the thirty-eighth year of his age.

PINKARD.—In Charlottesville, Va., on Tuesday, November 29, Dr. R. O. Pinkard, in the sixty-sixth year of his age.

POOR.—In Haverhill, Mass., on Monday, December 12, Edwin Poor, in the fifty-fourth year of his age.

PERRY.—In Manchester, N. H., on Thursday, November 24, Alfred French Perry, in the eighty-third year of his age.

PLATT.—In Montezuma, Iowa, on Friday, October 28, Henry G. Platt, in the seventieth year of his age.

SCHMIDT.—In Allentown, Pa., on Thursday, November 17, Lewis F. Schmidt, in the seventy-first year of his age.

VAN SCHAACK.—In Chicago, on Monday, December 5, Peter Van Schaack, in the seventy-third year of his age.

A Pharmacist Police Commissioner.

Frank H. Wingate, of Nashua, N. H., has just been appointed to an important office by the Governor and Council of the Granite State. He is to be the police commissioner of Nashua, a position demanding much executive ability. Mr. Wingate is the proprietor of a large store in Nashua and is a native of Somersworth. He is an ardent admirer of fine horse flesh, and has a wide acquaintance in harness racing circles in New England.

"Some Contemporary Foreign Chemists" is the title of an exceedingly interesting special article by Dr. M. O. Foster, which is contained in No. 139 of Williams & Norgate's International Book Circular. A bibliography of the published works of the chemists enumerated and a double plate of their portraits accompany the article. Copies of this number of the International Book Circular will be sent gratis to any one upon application to Williams & Norgate, 14 Henrietta street, Covent Garden, London.

Greater New York News.

E. J. Dugan, vice-president of the Charles E. Sholes Company, has returned from Europe.

Albert Zimmerman, formerly chemist of the New York Quinine & Chemical Works, sailed on Monday of last week on a tour of the world.

The invitations are now out for the fifty-fourth anniversary ball of the German Apothecaries' Society, to be held on January 12 at the Harlem Casino. Present indications point to an unusually successful and enjoyable affair.

Since taking charge as manager of the Broadway Drug Company, at 229 Broadway, William Arthur Dawson has materially improved the appearance of the store, display of stock, etc., so that to-day it is one of the neatest and best arranged pharmacies on lower Broadway. Mr. Dawson says that trade conditions are very satisfactory.

Treasurer Richardson of the New York State Pharmaceutical Association is calling on members in this section for their annual dues. It has been quite difficult to get a correct list with the proper addresses of members in this city, but Secretary Swann has succeeded in preparing such a list and has forwarded same to the treasurer.

The recent annual election of the German Apothecaries' Society was rather revolutionary, and no doubt surprised not a few. There was a sweeping change throughout the various offices, except that of president. It is noticeable that the younger element in the society is coming to the front in the management of its affairs.

R. J. Reid, one of the partners of Reid, Yeomans & Cubit, whose store is located at 140 Nassau street, has sold out his interest in the firm and is no longer connected with the business. The latter, however, will be continued, for the present, at least, under the same firm name. Mr. Reid, it is understood, has likewise disposed of his store in Brooklyn.

The sixth annual ball of the Drug Clerk's Circle, which is to take place Wednesday evening, December 28, at Terrace Garden, Fifty-eighth street and Lexington avenue, promises to be a most successful affair. The committee has spared no pains to make the affair a creditable one to everybody concerned, and the largest attendance in the history of the Circle is anticipated.

Notice of the next annual meeting of the Manufacturing Perfumers' Association has been sent to the members by Secretary Davis, of Detroit. The meeting will be held in New York on Wednesday and Thursday, February 1 and 2, the hour and place of meeting to be announced later. Secretary Davis asks the members to arrange their affairs so as to attend this meeting, as many matters of importance to the trade will come up for discussion.

Although the lease of their present quarters has not expired, Eli Lilly & Co. are about to move into new and larger quarters in a fine modern building at 203 Fulton street. Their business has grown to such large proportions that they must have more room. The New York branch of this firm was established only three years ago at 133 William street. By the first of the year Charles J. Lynn, the manager of the local branch, expects to be settled in the new location.

At the regular meeting of the Bushwick Pharmaceutical Association last Monday evening the question of affiliating with the N. A. R. D. was one of the principal matters discussed. Mr. Duble, of the National Association, was present and addressed the meeting. After discussion it was decided to follow the example of other local associations, and a committee was appointed to consult with members of the association and report on the proposition at a future meeting.

That test case which is to be brought to ascertain whether druggists can establish and operate in this State a mutual insurance business for themselves alone is still hanging fire. Emil Roller, chairman of the German Apothecaries' Society's special committee on fire insurance, has been informed by his attorney,

Edward Hassett, that the matter will not come to trial during the present State administration, but would have to go over and be taken up by the new administration some time after January 1. It will then be up to the new Attorney-General.

Friday, December 9, was a cold and unlucky day for the celebrated J. M. Berman, who had an office in the building at 181 Pearl street, this city. At 2 o'clock in the afternoon of that day he was dispossessed by the attorneys for the building, who had not seen him for a month or so. Berman's so-called stock was dumped into the street. The lawyers had had numerous inquiries about their tenant, and these, together with other reports of an unsavory flavor which were constantly reaching them, and the fact that the rent was overdue, led to Berman's eviction.

An order to show cause why the Fehr Talcum Company, of Hoboken, should not be adjudged bankrupt has been issued out of the United States District Court for the District of New Jersey, upon the petition of the Charles W. Shonk Company, of Chicago, the O. J. Gude Company, of New York, and Francis V. Many, of Jersey City. The petitioners aver that the alleged bankrupt owes them \$5,228.78. It is claimed that the Talcum Company committed an act of bankruptcy October 27 last, when a bill for the appointment of a receiver was filed in the Court of Chancery.

Among the recent visitors in the local drug trade were C. F. Tomlinson, of Tomlinson Bros., Buffalo; F. S. Henry, of Cleveland, Ohio; Mr. Ogden, of Ogden & Shimer, Middletown, N. Y.; W. B. Duryee, of Freehold, N. J.; G. W. Jaques, of South Amboy, N. J.; S. P. Brown, of Greensburg, Pa., and W. D. Olney, of Middletown, N. Y.; F. A. Hubbard, Newtown, Mass.; G. L. Peck, Jamaica; G. Van Antwerp, of G. Van Antwerp & Son, Mobile, Ala.; H. B. Buell, Colchester, Conn.; F. Burke, Flemington, N. J.; W. L. Mix, New Haven, Conn.; J. N. Walker, Carmel, N. Y.; J. Goodale, Dover, N. J.; C. F. De Vries, Amityville, L. I., and T. C. Wood, Haverstraw, N. Y.

The consolidation of the two firms, the Charles E. Sholes Company, of 25 Broad street, and the Selling Company, of 186 Front street, which has just been effected, is of much interest to the chemical trade. Under the terms of the agreement Charles E. Sholes, president of the Sholes Company, becomes president of the Selling Company, and John M. Peters, of the latter company, becomes a director of the Sholes Company. The transfer does not include, it is understood, the white lead interests of the Selling Company, which will be continued by Mr. Peters. After January 1 both concerns will occupy the building at 164 Front street, which is now being refitted. The whole top floor of the building will be occupied by the new industrial laboratories of the Sholes Company, which will be under the management of J. E. Teeple.

In the series of games played on Monday night, December 5, by teams in the Wholesale Drug Trade Bowling Association, the Parke, Davis & Co. and Dodge & Olcott bowlers won both games that they played, while the Bruen, Ritchey & Co. and Merck & Co. teams lost both of their games. In the match between the Parke, Davis & Co. and the National Lead Company teams, the former had a very close call. Up to the ninth frame the National Lead bowlers had kept a lead of five pins, but the Parke, Davis & Co. men then rallied bravely and finished four pins ahead. The best individual scores were Brunn, of Parke, Davis & Co., 198; Burgess, of the same firm, 184; Kemble, of the National Lead Company, 179; Wilkie, of the same firm, 177; Saunders, also of that firm, 178, and Carr, of Parke, Davis & Co., 182.

The proposition submitted to members of the Drug Trade Club—namely, to amend the charter so as to include the word "Chemical" in the name of the club, was voted down by a ballot taken on November 30, at a special meeting held for the purpose. It is now claimed by some members, however, that the ballot was not clear. The ticket read: "To the Board of Governors of the Drug Trade Club. Are you in favor of change of name of club? Are you in favor of resolution ratifying acts of Board of Governors? Please fill out and deposit in box at office." Some members of the board feel that the result of the

ballot would have been different had but one question been asked on the ticket, for instance: "Are you in favor of changing the name of the club to the Drug and Chemical Club?" President Jesse L. Hopkins was absent from the meeting, being out of town. He is among those who think that the ballot was faulty in that it was not perfectly clear and was not fully understood by the members at the time of voting. He still has hopes of the change being made eventually, but it does not appear likely that any further action will be taken by the board, for the present at least.

A special committee, consisting of Peter Diamond, M. Zagat and Joseph Weinstein, of the New York Retail Druggists' Association, called on the business manager of the *Evening Mail*, Mr. Cook, the other day with regard to the article on adulteration of drugs, which that paper had announced that it intended to publish. Briefly stated, the *Mail's* scheme was to publish the names of reputable retail druggists at the same time that the article appeared, the druggists paying \$7.50 to have their cards inserted. Mr. Weinstein told Mr. Cook that of the 1,800 druggists in Greater New York 90 per cent. were honest, according to the records of the Board of Pharmacy. He asked Mr. Cook how much space would be required to print the cards of the 1,600 druggists who were honest and did not substitute. The business manager of the *Mail* figured that it would take 38 pages. The committee thereupon pointed out the great injustice that would have resulted from the publication of such an article. If a druggist did not happen to pay to have his card inserted, he would be considered a substituter, even though in fact he might be perfectly honest. Furthermore, the dishonest druggist would probably be the very one most anxious to pay \$7.50 to have his name appear. Mr. Cook admitted that a grave injustice would be done by putting through such a scheme, and assured the committee, so the latter report, that the scheme would be dropped.

Success of the N. Y. C. P. Alumni Dinner.

The annual dinner of the Alumni Association of the College of Pharmacy of Columbia University, which was held at the Hotel Cadillac on Wednesday evening, December 7, turned out to be as great a success as the most enthusiastic members anticipated. The menu and entertainment, which were largely planned by President Fred Borggreve, surpassed anything heretofore attempted, while the speechmaking at the banquet was of an unusually high order of excellence. Prof. H. H. Rusby, the dean of the college, spoke of the advance to higher things which was made possible by the affiliation of the college with Columbia University. Dr. George C. Diekman, Dr. S. E. Jelliffe, Ewen McIntyre and Charles S. Erb touched upon similar topics in their responses to toasts. Mr. Borggreve acted as toastmaster and introduced Prof. C. C. Curtis, assistant professor of botany at Columbia, who conveyed the greetings of the university, and discoursed wittily of many things bearing upon pharmacy.

That Move for Representation on the Board of Health.

An agitation has been started in some retail drug quarters with a view of having a pharmacist on the City Board of Health. Inquiries made by the representative of the *AMERICAN DRUGGIST* strongly indicate that to start and push a movement of this kind would be not only inadvisable at the present time, but possibly quite detrimental to the best interests of retail druggists of this city. The agitation which has already been started, though in a very quiet way, is probably the direct result of the action of the Health Board in placing restrictions on the indiscriminate sale of carbolic acid within the city limits. Many retail druggists thought, and still think, that the Health Board went a little too far in the carbolic acid matter, and that perhaps if a pharmacist had been on the board such action would not have been taken. However, from all that can be learned the time does not seem ripe to urge such representation. Health Commissioner Darlington is known to be unalterably opposed to such a plan and would fight it to the last. Furthermore, any attempt on the part of druggists to get representation on the board might make conditions much worse than

they are at present, for the board has it in its power to put other drugs in the same category as phenol and impose on them the same restrictions. This is the way those who are in a position to know size up the situation, and in their opinion it is inadvisable to force the issue at present.

THE GERMAN APOTHECARIES' SOCIETY.

Annual Meeting for the Election of Officers—Preparing for the Annual Ball.

The annual meeting and election of officers of the German Apothecaries' Society was held on Thursday evening, December 1. There was a large attendance, and much interest was manifested in the proceedings.

The resignation of E. C. Fetter was accepted, Mr. Fetter having retired from the drug business. Treasurer Hirseman then submitted his annual report, which showed receipts for the year of \$2,820.05; expenses, \$2,645.24; leaving a balance of \$174.81. There are now 310 regular members, 23 associate and 3 honorary. Six members died during the year and two resigned. On behalf of the Legal Aid Committee, C. F. Schleussner stated that there was no case on hand at present.

Chairman S. V. B. Swann, of the Entertainment Committee, called attention to the annual ball, which will be held on January 12 at the Harlem Casino. He mentioned several features of the event, among them promenade music by Lederhaus' Band from 10 to 11 p.m., after which dancing will be in order until one o'clock. Supper will then be served, and after an hour's interval dancing will be resumed.

George Kleinau, for the Legislative Committee, reported on the conference at Albany, at which various legislative matters were discussed and acted upon. He spoke particularly of the movement for a \$5 federal alcohol license tax, and the German Society decided to send a special delegation to Washington if necessary. President Imhof's report was a review of all the principal happenings of the year. The reading of the report was roundly applauded. The following officers were elected for the ensuing year:

President, Henry Imhof; first vice-president, Charles F. Klippert; second vice-president, August Diehl; treasurer, Felix Hirseman; recording secretary, O. A. Leister; corresponding secretary, George Kleinau; archivist, R. S. Lehman; librarian, Fred Trau; trustees, E. C. Goetting, H. Jarchow and W. E. Faber.

President Imhof appointed the following chairmen of committees: Scientific, Emil Roller; Trade and Commerce, S. V. B. Swann; Legal Aid, Otto Leister; Legislative, George Kleinau.

A memorial of Dr. Charles Rice was presented by Mr. Hirseman, together with a complimentary letter from Professor J. P. Remington. A resolution was adopted expressing the society's thanks to Professor Remington. A motion was made that the N. A. R. D. representative in New York be invited to attend the next meeting. This motion was supported by George Gregorius, who pointed out that the situation had changed since the German Society refused to affiliate with the national body. The motion was adopted.

Members of the society were strongly urged by Mr. Kessler to take out a liability policy to protect themselves against suits arising from alleged errors in prescriptions, etc. He recommended the Fidelity and Casualty Company, which secures druggists to the extent of \$5,000 in case of loss of suits.

The question of having a pharmacist on the Board of Health was brought up, and will be further discussed at the next meeting.

The meeting adjourned at 12.30 o'clock, after which a collation was served.

The United States Circuit Court has reversed the findings of the Board of United States General Appraisers in affirming the assessment of certain importations made by Merck & Co. of benzoic acid sulfinid, in cases, and sodium-benzoic-sulfinid as "saccharine," at \$1.50 per pound and 10 per cent. ad valorem. The importers claimed that the merchandise was not dutiable as "saccharine," but was dutiable at 25 per cent. either as an acid or at 20 per cent. as a product or preparation of coal tar, or at other rates under various provisions of the tariff. The court sustained their claim for a 20 per cent. duty.

A Loving Cup for Mr. Elliott.

To celebrate the twentieth year of his connection with New York business life, Ashbel R. Elliott, president of the American Druggist Publishing Company, gave a dinner to some forty of his friends and business acquaintances in the Yacht Cabin of the Hotel Astor, on Friday evening, December 2. Several of the guests were well known in medical and pharmaceutical circles, among those who participated being Frédéric S. Mason, of Rigaud & Chapoteau; Eustace H. Gane, of McKesson & Robbins; E. W. Fitch, of Parke, Davis & Co.; Dr. Frank P. Foster, Dr. S. T. Armstrong, Dr. J. C. Aikman and Dr. C. W. Wheeler. The loving cup was presented by W. J. Rogers, president of Borden's Condensed Milk Company, on behalf of the assembled company and was a complete surprise to Mr. Elliott. Frank B.



Loving Cup Presented to A. R. Elliott.

Thurber performed the pleasing duties of toastmaster, and called upon many of the guests for speeches, which were highly eulogistic of the host. Mr. Elliott was compared with Andrew Carnegie in the wisdom which he showed in the selection of men to manage his various business enterprises. A unique feature of the dinner consisted in a special extra edition of a sensational evening newspaper, which was handed around by newsboys, crying "Extra!" "Extra!" One page of the paper was taken up with a fake account of the dinner and equally fake advertisement cards purporting to set forth the specialties dealt in by the several guests. Thus the chairman of the Scientific Section of the American Pharmaceutical Association was immortalized in the following terms:

EUSTACE HAROLD GANE, Ph.C.,
Insulting and Anythical Chemist,
Ozonizing Specialist.

Adulteration Detector and Trouble Maker Extraordinary to the American Pharmaceutical Association. Kicker in Ordinary to the Honorable Order of Freaks. Member of Knockers' Union No. 1.

It was a notable anniversary celebration and furnished a splendid testimonial of the high esteem in which Mr. Elliott is held by his many friends and business associates.

Pure Food Bill Again Shelved.

Senator W. B. Heyburn, of Idaho, called up H. R. Bill 6295 for preventing the adulteration or misbranding of foods or drugs. The bill, with the amendment proposed by the Committee on Manufactures of the House of Representatives, was then read. Upon opposition developing to certain features of the bill, especially to the paragraphs relating to the exportation of adulterated articles of food or drugs to foreign countries, Mr. Heyburn said he would not press the bill at present, but should, at an early date, ask the Senate to proceed to the consideration of it and continue it until it was disposed of, so that a vote should be reached before the adjournment of the present session of Congress. The prospects for the passage of the bill at this session of Congress are not considered good.

WESTERN NEW YORK.

Suburbs Suffer on Account of Holiday Trade—The Trading Stamp Evil in the Way of Improved Prices—Druggists Sign Peruna Contracts—Wells & Richardson Company's Plan Approved by Local Dealers.

(From our Regular Correspondent.)

Buffalo, December 15.—The drug trade in Buffalo is making the struggle to improve and there is report of a better state of things generally, though that is not in the line of sales of patent medicines, of course, for the big cutters down town appear to be determined to give away everything of that sort for advertising purposes. Somebody estimates that the sale of these preparations has been cut down about half in the outlying parts of the city in the past three months. This is a pretty large percentage, but it is the holiday season, and it is the wholesale advertising that does the business. As a rule the out sections report that they could hold their own very well if it were not for the advertising that draws everybody down town for knick-nacks, and the patent medicines are then bought as a sort of luxury and, strange as it may seem, because they are cheap.

THE ERIE COUNTY PHARMACEUTICAL ASSOCIATION

is taking no direct action. There have been some committee meetings, but it seems to be the general opinion that nothing can be done till after the holidays, if then. It is still the trading stamp question that is the snag the negotiations run on. One big store refuses to give them up.

Still there is evidence that the stand is weakening. It is known that everybody is tired of the war, and the success of the Peruna representative, W. H. Neff, in picking up the signatures of all but about half a dozen of the members of the trade in his goods in about a week shows that there is a fair prospect ahead. It is expected that he will go away with practically everybody signed. Even the big trading stamp department house is to exempt them from its sales of Peruna. Wells, Richardson & Co. are also at work on their preparations and will send a man here as soon as they do what they can by mail.

On the whole, there is a feeling of encouragement through the trade, and if Buffalo can be brought into line, being called the worst cut-up city in the country, it will be felt that the question is in a fair way of solution the country over.

SHORT DRUG NOTES FROM WESTERN NEW YORK.

James C. Cottrell, a druggist of Arcade, has a position in the Buffalo store of P. M. Lockie.

Harry B. Mason, of the *Bulletin of Pharmacy*, of Detroit, has been in Buffalo some time looking after business.

L. D. Worden has for a considerable time been selling the specialties of Schieffelin & Co., and his December visit is not likely to lessen his popularity in this direction.

Frank Horton, who was for some time clerk in the Kingston drug store, Buffalo, has bought the Valentine store in the neighboring village of Hamburg.

Thomas M. Curtius, the New York drug broker who looks after his own trade in this vicinity, went the round of the city drug stores this month and went his way with a smile in his eye.

Lewis G. Abbott, with a full line of samples of the goods of the Davidson Rubber Company, was in the city early in December and took the usual amount of orders wherever he went.

E. H. Powell is still the special man on the spot for the New York drug house of Lehn & Fink, and paid us the usual profitable visit during the early days of December.

J. A. Lockie, the Buffalo druggist in whose family scarlet fever broke out lately, expects to be allowed to go home again after the holidays. His wife and daughter are recovering. He has been quarantined since November 13.

The Buffalo Druggists' Bowling Club has become so popular that four alleys have to be used. The prize contest goes on and nobody knows who is ahead, as the handicapping has not been made public.

The Western Branch of the State Board of Pharmacy has about twenty-five candidates for the first December examination, and will probably have still more for the last one, which takes place on the 28th.

Miller & Hannah, Buffalo druggists, have bought the Hawkins Pharmacy at Ripley, Chautauqua County, and will conduct the two. Lee W. Miller has for some time been the pharmacist at the Buffalo General Hospital and has resigned, the position going to Charles Larzelere, a well-known Buffalo druggist.

Horace P. Hayes, the Buffalo druggist who is at the head of an improvement company with large interests in the Isle of Pines, off Cuba, has gone down there with stock and appliances to assist in carrying on the work. The fruit trade is mostly aimed at.

The Buffalo druggist who could not be made to understand the contract plan in the patent medicine movement has about disappeared. At first it was supposed that the minimum price was also the maximum and some of the members of the trade declined to sign on that account.

The failure of the German Bank, of Buffalo, hit the city druggists pretty hard, as at least 15 of them were doing their banking there and one of them is a stockholder. It is not expected that the stockholders will receive anything, and there may not be nearly enough to pay the depositors. And yet the bank was called one of the strongest in the city.

NEW ENGLAND NEWS.

Boston Druggists Dine—The Purity of Drugs Discussed—Standards of the Forthcoming Pharmacopoeia—Political Preference for Pharmacists—A Fortune for a Drug Clerk—The Trading Stamp Law in Massachusetts.

(From our Regular Correspondent.)

Boston, December 14.—The November meeting of the Boston Druggists' Association was held at Young's Hotel on the evening of November 29. President Nixon presided at the dinner. The guest of the association was Albert E. Leach, S. B., Analyst of the Massachusetts State Board of Health. He took for his topic "The Purity of Our Drugs." He was followed by Prof. Wilbur L. Scoville, Ph. G., who sketched some of the requirements of purity and standards of the coming U. S. P. He advocated the purchase of known brands as an aid to securing purer products. A general discussion followed, participated in by Dr. Baird, Messrs. Nixon, Hubbard, Ingraham, J. A. Gilman, Cobb and Richardson, both Mr. Leach and Prof. Scoville obligingly answering the many questions propounded.

DRUGGISTS IN LOCAL POLITICS.

At the city election there were four candidates for the aldermanic board who are either druggists or have been affiliated with the trade. One of these was Arthur L. Gavin, who conducts a store in Roxbury. He is a native of this city, a Democrat, was a member of the Common Council, 1902, and of the House of Representatives in 1903 and 1904. Frank E. Gaylord, Republican, 1381 Washington street, is also an active retail druggist. He has lived in Boston since 1886 and was a Common Councilman in 1901 and 1902, and a Legislator in 1903 and 1904. Edward J. Bromberg, Republican, was up for reelection, having served his constituents in 1903 and 1904 as a member of the board. He was a Common Councilman in 1901 and 1902. From 1884 to 1894 Mr. Bromberg was connected in a business way with Beach & Claidge. James M. Curley, Democrat, and at present an alderman, served an apprenticeship of five years with Stephen Gale, formerly in business on Washington street, corner of Massachusetts avenue. Mr. Curley has since abandoned the pestle and mortar. He was a member of the Common Council in 1901 and in the Legislature in 1902 and 1903. His campaign was unique in that he conducted it from Charles Street Jail, where he is serving sentence for impersonating another man at a civil service examination. Ex-Mayor Hurley, of Salem, is again a candidate for Mayor. Since his former term he has been identified with a drug store in the Witch City. Mr. Hurley has issued a platform defining his position. J. F. Bartlett, of Chelsea, is a candidate for alderman. He has been identified with the trade in that city for several years, and it is thought will be elected.

THE FRENCH ESTATE.

Charles E. French, who died recently and who had large real estate holdings, was, according to the newspapers, a retired drug merchant. Mr. French left \$159,000 in special public bequests, hence considerable space has been devoted to his career. Details as to his connection with the trade were lacking. According to competent authority, however, he was never extensively identified with the business. At one time he did a brokerage business, trading in anything by which he could turn a dollar, and during this period he disposed of some drugs. His brother, John French, was actively engaged in the trade and obtained his knowledge of the business from Reed, Cutter & Co. He later engaged in trade as Howe & French. John French died about seven years ago.

A DRUG CLERK'S GOOD FORTUNE.

James A. Monkley, a drug clerk of this city, is likely to become the recipient of a fortune. A California uncle died recently, leaving the tidy sum of \$3,000,000 to his heirs. Mr. Monkley is at present in the employ of Paul C. Klein, Ph. G., Tremont and Boylston streets, and is receiving congratulations on his good fortune. He avers that his uncle was one of the rich and influential men of San Francisco, having been engaged in the transportation business.

THE NEW TRADING STAMP LAW

is now in effect. All businesses using stamps are subject to a tax. The tax is an excise upon the right to carry on business in that way. The tax is fixed as the equivalent of 3 per cent. of the gross receipts from the articles sold and from the trading stamps given with them. Merchants using stamps are required to make sworn statements twice a year showing the number of stamps issued and the gross receipts received from articles so sold and from the trading stamps delivered with them. This is to enable the authorities to compute the tax. These returns are required to be filed on the first days of January and July in each year, and a failure to make them on time or the making of a false statement in a return, knowingly, exposes one to penalties.

AN INCENDIARY FIRE.

occurred at the store 117 Salem street, kept by Kolman Elfman, during the early morning of December 6. A passing policeman saw a brisk blaze behind the prescription desk and at the same time observed a man disappearing through a rear window, at whom he fired two shots. The man escaped. The firemen who were called found combustibles piled up and evidence that the place had been saturated with kerosene. With this knowledge the police visited the room of the clerk, David Rosen, whom they found in bed, wearing stockings and underclothing. Rosen's hands and outer clothing, so the police assert, bore evidence of contact with kerosene. Both Rosen and Elfman were arrested and held on suspicion.

TALKED ABOUT.

F. A. Bean, formerly of South Framingham, is now on the road selling soda fountain requisites.

J. F. Cosgrove, Fall River, will soon go to New Orleans, where he is to be identified with the American Drug Company.

The French-Rogers Drug Company, Gloucester, recently organized, has already embarked in the manufacturing business.

E. G. Burrage, of Fitchburg, who was recently in trouble by an alleged violation of the liquor law, has had his certificate of registration suspended for five years by the Board of Pharmacy.

Hyannis was recently visited by a disastrous fire. One of the largest sufferers was Charles Megathlin, who is said to conduct the largest drug store in Cape Cod, and which is the supply store for other druggists of that district. Guyer's store also caught fire from flying sparks, but the flames were kept in check by volunteer firemen.

A masked man carrying a revolver confronted Walter Chamberlain, of Lynn, in his Summer street store on the night of December 7 and demanded money. Chamberlain yelled "Police!" dashed into a rear room and thence to the street. When the officers arrived the man had departed, taking only a few cigars.

PENNSYLVANIA.

Close of a Good Year's Business—Gay Times at the College Club House—"A Bunch of Hot Air" Presented—News Notes of the Trade.

(From our Regular Correspondent.)

Philadelphia, December 15.—The drug trade in this city is in a flourishing condition. There is a good demand, both by the dealer and consumer. Prices, except in a few instances, are being maintained, and the outlook for greater harmony next year is very bright. Very few retail druggists in Philadelphia met with reverses during the year 1904. There were a few failures, but as a rule the losses were light. Another important feature of the fading year has been the number of new stores started up and the large sums of money spent on improvements. There is no city in the United States that has as many up to date retail drug stores as Philadelphia. For the past several years an attempt has been made to get away from the old style drug store, and the latest stores are gems in their way. Instead of having a fear to get among the drugs it is now a craze on the part of the consumers.

PHARMACY STUDENTS ENTERTAIN.

The College House Club of the Philadelphia College of Pharmacy entertained the members of the senior class with a smoker at the college house on December 6. All the talent was furnished by the members of the club, and to say it was an enjoyable affair is putting it in easy language. Many of the hits of the day were improved upon, and during the evening there was not a dull moment. The College House minstrel troupe gave a performance of "A Bunch of Hot Air." It was staged and produced under the direction of Mr. "Cassia Fistula." The cast of characters was as follows:

Bertram Kahnweiler.....	Arnica Montana.
C. Robert Carrington.....	Acid group..
Jesse N. Blaylock.....	Acidum Carbollicum.
Lewis E. Boesser.....	Acidum Aceticum.
Henry A. Bradshaw.....	Dr. Kilmer.
Hobart B. Myers.....	Eskay's Food Baby.
William S. Powell.....	Munyon's Paw Paw.
Carl Schwensner.....	Liquozone.
Olin Hancock.....	Nitrous Oxide.
William O'Brien.....	Peruna.
John D. Dawson.....	End men.....
William J. Phillips.....	Chondrus Crispus.
Jos. A. Glenn.....	Red Raven Splits.
Dean B. Crawford.....	Interlocutor.
Ell Lilly, Jr.....	Musical Director.
	Mistress of Wardrobe.
	Calcium Squirter.

AMATEUR VAUDEVILLE.

After this sketch the following programme was presented:

Taken from the cemetery.

"Epitaphs."

BERTRAM KAHNWEILER.

REMINGTON & PHILLIPS

In their wonderful hit: "You're It."

The matinee idol,

JOHN D. DAWSON,

In "Down the Line."

J. P. REMINGTON, JR.,

(The merry bachelor),

"A few Dinkelspiels."

The College House "Sheet Iron" Brass Band, under the direction of Wheelwright Glenn, will render the following armor-clad selections:

"March of the Salts of Hydrargyri".....Mr. Aristotle.

(Written 400 B. C.)

"Hark, the Ferri Bells Are Ringing Wet".....Homer.

(Repercolated by Wheelwright Glenn.)

MILDER TORTURE.

"The Waltz of the Deadly Nightshade".....Linne.

Song—"If I Were Only Mr. Sambucus".....Mr. Glenn.

NOTE.—The audience will kindly pardon the attempt to run in a "joke" now and then. We realize that it may result disastrously to the "performers"—besides, we haven't a net.

Any musical number played or sung in this herbarium can be obtained at the warehouse of the Smith-Kline-French Co. upon presentation of 400 Sweet Caporal coupons or 500 Crown Trading stamps.

THE ENTERTAINMENT COMMITTEE—Joseph A. Glenn, J. D. Dawson, B. Kahnweiler, Ralph M. Reahard and A. E. Spalding—are responsible for the above crime, and will make a profuse apology upon a written request signed by two-thirds of the audience when the torture is ended.

PHILADELPHIA DRUG ITEMS.

A. L. Lehman, employed by Charles A. Eckels, for six years, will shortly open a new store at No. 7025 Woodland avenue.

The last hunting expedition of Chas. Leedom has proved him a veritable Nimrod.

Mr. Lueberg, sr., of the St. Cloud Pharmacy Company, has recovered from a long siege of typhoid fever.

E. Bransome, son of D. E. Bransome, of Red Cross fame, is distancing his sire in bowling.

E. C. Sellen, of Eleventh and Federal streets, is still confined to his room with a severe attack of rheumatism.

C. M. Frey, who operated the drug and prescription department at Totten's store on North Tenth street, died suddenly of heart failure on the 6th inst.

It is rumored that another exclusive and up to date pharmacy will be opened in the neighborhood of the new Bellevue Stratford.

M. W. Bamford, formerly of Smith, Kline & French Company, and instructor at the P. C. P., has embarked in the drug business in Reading.

L. C. Funk is somewhat of a political disappointment to the machine, as he has a mind of his own and a keen sense of what is right. This is somewhat of a novelty in Philadelphia politics.

M. N. Kline wears a broad and expansive smile, being the grandfather of a large and bouncing boy. The smile extends to his popular son-in-law, H. J. Valentine.

Mr. Loughlin will open a store at Second and Spruce streets and make a bid for some business there, as he has so successfully done with his store in Lansdowne, Pa.

Clayton E. Martin, the manager of the Lancaster Drug Company, has been in town and has placed some nice orders with the local houses.

H. A. Nolte, the well-known druggist of Eighth and Race streets, is now doing theatrical stunts and appearing before the public in the role of leading man for a private theatrical company. Bouquets may be sent to the stage entrance.

Mr. Thompson, who is one of the leading druggists at West Chester, Pa., is about to open a handsome store in Tioga, this city. He has selected a good locality, and being an aggressive and competent druggist is bound to succeed in his new venture.

Hoffman's drug store, at Eighth and Spring Garden streets, has been temporarily closed by the receiver and will be sold at public sale. Family jars are said to be at the bottom of the trouble.

Clarence Elston, one of the hustlers for Wampole & Co., of this city, has been plunging heavily into real estate. He has lately purchased another property in Tioga, which he is fitting up and will shortly move into.

D. J. Lynch, of Eleventh and Jackson streets, will open a new store at Eleventh street and Moyamensing avenue on or about January 10. From all accounts Mr. Lynch will have a thoroughly up to date pharmacy.

J. M. Baer has opened his new store at Twentieth and Chestnut streets. It is considered one of the handsomest in the city, the decorations being of a very unique design, all wood work being of silver enamel and the wall decorations of a light salmon color.

Last week's bowling produced a few changes. The Wanderers won two out of three from the College of Pharmacy, the "Blues" also winning two from them. J. Ellwood Lee Company has increased its lead in the League by winning three games from H. B. & W.

Through an error Thompson & Co., of Ridge and Girard avenues, were credited with opening a new store at Twentieth and Tioga streets. J. B. Thompson, of West Chester, purchased the property in question and will be ready to open at the beginning of the year.

Mr. Balbirnie, of Balbirnie Brothers, of Thirteenth and Jefferson streets, will shortly open a new store in Germantown, at the corner of Wayne and Chelton avenues. This is a particularly fine location, and Mr. Balbirnie is well calculated to work it for all it is worth, and he will no doubt let some of the other druggists in that vicinity know that they have a new competitor near them.

NORTHERN OHIO.

Daniel Myers Retires—Brisk Holiday Trade—Five Arrests for Sale of Adulterated Laudanum—Drug Stock Burned.

(From our Regular Correspondent.)

Cleveland, December 14.—A change has been made in the large jobbing firm of Benton, Myers & Co., of this city, that will be of interest to the trade at large. Daniel Myers, for years a member, has sold his interest to the other partners and retired from the business. No particular reason is assigned for the change other than that Mr. Myers desires to retire. Hereafter the style will be Benton, Hall & Co., the partners being Horace Benton, Lucian B. Hall, Albert H. Van Gorder, Paul Lemperly, Leslie I. Metcalf and William T. Hankey. The heads of the various departments will remain as they are.

GOOD HOLIDAY TRADE.

Druggists over the city report prospects for the holiday trade good. Most of them have prepared for a better business than they had last year and as other lines have shown a nice increase during the past two or three months, there is every reason to believe that the drug trade will receive its share. As far as drugs alone are concerned, there has not been much to boast of for a month or more, but the sundry business has shown better results. The outlook for business generally for the next year is very satisfactory.

DAIRY COMMISSIONER ARRESTS DRUGGISTS.

Quite a little excitement has been stirred up at Lancaster, south of Columbus, by the arrest of five druggists on the charge of selling adulterated tincture of opium. The charge was preferred by State Dairy and Food Commissioner Frost, who has been investigating various charges against people in that old town. L. E. Eyman, secretary of the school board; H. W. Brink, C. A. Schaefer, clerk at the store of Wolf & Huston; George Fismer, clerk at the Davidson store, and Druggist White are the men under arrest. It has not been learned what the defense will be.

FIRE AT PERRYBURG.

The drug store of Bowers & Comstock, at Perrysburg, was destroyed by fire on the morning of December 5. The blaze started in the dental office of Dr. Babcock, above the store, presumably from an explosion of gasoline. The loss on the building and stock was placed at \$10,000, upon which \$6,000 insurance was carried. The detailed loss of the firm has not been ascertained.

CLEVELAND NOTES.

James A. Fitzgerald will shortly open a new store on Superior street and Genessee avenue.

Michael Kennedy has sold out his stock of goods in Lakewood and will retire from the business. G. C. Boor purchased the fixtures for his Rocky River store.

A. F. May & Co., who operate a drug store on the Public Square, have purchased Lane's Pharmacy, at the corner of Euclid and Wilson avenues, and will operate it in the future.

Not much has been said of late regarding the investigation of the illegal sale of opium and cocaine, but it is understood that the work is still in progress.

Mr. Grossman, who owns a drug store on Woodland avenue, near Laurel, has opened a new store at the corner of Woodland avenue and Kennard street. It will be known as the Kennard Pharmacy.

G. C. Boor has moved his store from Greenwich, Ohio, to Rocky River, a suburb of Cleveland, and will occupy the old stand recently vacated by Charles Blass. Mr. Blass has moved to the corner of Detroit and Westwood streets, in the city.

Calvin O. Hass, now living in Cleveland, has filed a petition in bankruptcy, giving his debts as \$2,382, all incurred while he was a member of the firm of Haas Bros., druggists at Orwell, Ohio. The store was turned over to one of the creditors who held a mortgage on it. Mr. Haas is now a salesman in a Cleveland drug store.

SOUTHERN OHIO.

Ohio Valley Druggists Prepare for Winter Festivities—Pleased with Progress of Contract Plan—Another Safety Poison Bottle.

(From our Regular Correspondent.)

Cincinnati, Ohio, December 14.—The Ohio Valley Druggists' Association is arranging some interesting social functions for the winter. Last winter a number of euchre parties were given by the association with success. The following committee has been named to make arrangements for a euchre to be given in January in the auditorium of the Odd Fellows' Temple, for the purpose of raising funds for the association and encouraging the social spirit: A. Wells, John H. Linneman, F. W. Klaker, L. A. Lutterman, C. A. Willenbrink, E. H. Thiesing and H. B. Waltermann. Efforts are being made to make this the most successful event of the kind ever given in this city.

FRANK FREERICKS ON THE CONTRACT PLAN.

Frank Freericks, attorney for the Ohio Valley Druggists' Association, said: "The druggists of Cincinnati, especially the members of the association, are very much pleased with the progress of the contract and serial numbering plan. The Peruna and Wells-Richardson companies, using this plan, are placing many contracts. A large number of druggists, nearly all of them in fact, have signed these contracts and the progress of the movement has been gratifying. The few who have not yet signed it is hoped will soon be brought over." The William Ampt Mfg. Company, here, who deal in druggists' sundries, have adopted the full contract and serial numbering plan of marketing their products, as has also the Freeman Perfume Company, of this city.

A NEW POISON BOTTLE.

A man from Urbana, Ohio, has invented a bottle to prevent accidental poisoning. Through the label protrude a number of pointed projections. If the bottle containing poison is picked up in the dark, the person handling it will feel the warning prick of these points. A company has been organized to manufacture the bottles.

INCREASE IN NUMBER OF SUICIDES.

There has been a large increase this year in the number of cases of suicide in Cincinnati. There have been many carbolic acid cases, and through the columns of the press many citizens, doctors, druggists and laymen have argued the question of the sale of poison. Many suggestions were made. One man advised the sale of carbolic acid in 5 per cent. solution. Another insisted that a doctor's certificate be necessary before poison be sold. This was retorted to by a druggist, who said painters' supply houses sold several kinds of poisons—Paris green, for example—without any restrictions. Another contributor declared that restricting the sale of poison would have absolutely no effect on the suicide rate—that if a person is bent on ending his life such trivial barriers as a regulation forbidding his purchase of poison would not deter him from his sinister purpose. The question was widely discussed and was of especial interest to druggists.

VARIOUS NOTES.

George Merrell has returned to Cincinnati after touring the East.

"The membership of the Ohio Valley Druggists' Association is increasing, but not very rapidly," said Attorney Frank Freericks. "Strong efforts will be made to increase it."

T. D. Wetterstroem, Sigmund Waldbloot and Dr. M. H. Heldingsfeld are the speakers on the programme of the Cincinnati Section of the American Chemical Society, which meets Wednesday, when the annual election of officers will be held.

John Eubanks, a druggist from Providence, R. I., was found in front of the Honing Hotel here with his face badly battered. He was semiconscious and was removed to the City Hospital. When he recovered he said footpads had assaulted and robbed him, taking \$46.

Cincinnati druggists are wondering what is going to be done in regard to a new City Hospital. It has practically been decided to build one on the hill tops, ground having been purchased, but now there is considerable argument in favor of maintaining the present down town location.

THE WEST.

**Peter Van Schaack Dies—Drug Trade Club Annual Election—
The State Board Misrepresented in Aristol Matter—Prosecutions Originate with Proprietors.**

(From our Regular Correspondent.)

Chicago, December 14.—Peter Van Schaack, the veteran wholesale druggist, died at his home in this city after a prolonged illness on December 5. A sketch of his life appears in the obituary column of this issue.

The result of the annual election of officers at the Drug Trade Club appeared in the last issue of the *AMERICAN DRUGGIST*, but further details will be of interest to many. There was an interesting contest between the two tickets, and when the result was announced President F. S. Hereth was introduced to the hundred or more who were present. President Hereth called attention to the fact that the club started four years ago with 88 members and that it now has 281 on its rolls. He congratulated the club on its growth and said the future appeared bright. The objects of the organization, he said, were being realized more and more all the time. P. H. Mallen, the new second vice-president, promised to second the efforts of President Hereth to make the club successful. Secretary Barber and Treasurer Pierce were also heard from. Mr. Antrim, the "father of the club," recited "When the Frost Is on the Pumpkin," and received much applause. C. E. Matthews was then introduced as the "mother of the club." Joseph G. Peters, Dr. Goodama, M. L. Barrett, James E. Bartlett, C. V. L. Peters, Thomas V. Wooten and Frank E. Holliday were also heard from.

The proprietors of aristol have been showing much activity of late. As reported in the last issue of the *AMERICAN DRUGGIST*, they caused the arrest of five persons who were charged with sending spurious aristol through the mails. Following this crusade prescriptions calling for aristol were sent to 139 druggists. The prescriptions were then analyzed by Dr. J. A. Wesener, of the Columbus laboratories. He announced that in 23 of the prescriptions there was no trace of aristol, in 68 prescriptions there was 80 per cent. of impurity, in 10 there was 20 per cent. of impurity, in 9 10 per cent. impurity. Thirty-one prescriptions were declared pure. The announcement was made that it was the State Board which had ordered the tests made, with the intention of prosecuting those who dealt in adulterated drugs. This was an error which did much harm. One of the daily papers followed with an editorial attacking the "dishonest druggist." One sentence of this editorial gives an idea of the impression that resulted from the acts of the aristol people. It reads: "There is nothing much lower in the scale of mendacity than the druggist who knowingly sells impure drugs or dispenses inferior substances or substitutes for the ingredients set down in a physician's prescription." The State Board had no hand in the matter.

George F. Brenner was held up recently in his drug store, 1211 West Van Buren street, and robbed of \$200 by two young highwaymen. One of the thieves had a revolver up his sleeve. As the front of the store was brightly lighted the druggist was marched to a rear room, where he was locked in while the raiders escaped.

The newly formed Drug Social Club is to hold a meeting the coming Saturday in order to elect directors. President Quales and the other officials say the prospects of the organization are excellent.

Dr. Charles B. Colwell, of Jackson, Mich., who was president of the Retail Druggists' Association of his home city, died November 26, at the age of 81. He had been in the drug business since 1851.

Officials at N. A. R. D. headquarters complain that the practice of writing anonymous letters is becoming a nuisance. Numerous communications of this nature have been received there.

REGISTERED IN ILLINOIS.

At the last meeting of the Illinois State Board of Pharmacy the following passed the examinations:

Registered Pharmacists—John S. Bartkowski, Geo. B. Bennett, Abraham Hilliekin, Jacob Brooks, Adolph R. Caron, Paul B. Cooper, Lev Classman, Max M. Gordon, Joseph D. Halpert, Julius Levy, Nathan Maslirow, Zoruch Maniewicz, Anton A. Pavlik, C. E. Riester, Abraham Roth, Stephen K. Sasa, Arthur C. Shennum, Henry Stulik, John F. Suits, Richard K. Wise, Chas. J. Walker, all of Chicago; Frank C. Hawden, Atlanta; Edwin Giddings, Galesburg; Wood Hobart, Galesburg; William E. Kane, Shullsburg, Wis.; Homer B. Millhon, Owaneco; Thos. J. Nolan, Spring Valley; Chas. E. Palmer, Morrison; Chas. S. Phalen, Harvard; Wm. C. Schulze, Racine, Wis.; Wallace Werner, Murphysboro; Fred. C. Wittstein, Auburn.

Assistant Pharmacists—Will Allhouse, E. T. Hankinson, Ed. Hahn, Henry J. Krueger, John J. Mackrodt, D. G. Machenheimer, L. R. Morrison, M. J. Markowski, Myron McMillan, Gustave Pfaender, Adolph A. Phul, Martin Schupmann, A. W. Weinberger, all of Chicago; Francis E. Bird, Quincy; Guy F. Herschey, Taylorville; C. L. Scharringhausen, Des Plaines; Otto M. Stautz, Bloomington; Samuel E. Stephens, St. Charles.

Registered Pharmacists—Time Service—John J. Coedy, John F. Demling, Stephen X. Bzerski, William J. Palecek, all of Chicago; Geo. H. Helm, Algonquin; Edw. Musgrave, Raleigh.

WESTERN NEWS BRIEFS.

Surprise, Neb.—J. E. Keebaugh has sold his drug store to John Kavka, of David City.

Carbon, Neb.—M. F. Jackson has purchased the Lyons drug store in this city.

Cowles, Neb.—Dr. Caulk has sold out his drug store, and will move back to Illinois.

Tecumseh, Neb.—C. B. Woolsey is removing to Wymore, Neb., where he will engage in the drug business.

Knobnister, Mo.—J. L. McKibben has succeeded to the drug business of McKibben & Rains.

Burlington, Wyo.—P. S. Henderlite has sold his drug store to R. H. Port.

Culbertson, Mont.—C. S. Stafford has sustained a fire loss in his drug store.

Huron, S. D.—J. L. Sankey has succeeded to the drug business formerly conducted by Ohlman & Sankey.

El Dorado, Ark.—The Thomas Drug Company has been incorporated with a capital stock of \$12,000.

Grand Junction, Col.—The Smith Drug Company has sustained a considerable fire loss.

Deming, N. M.—James A. Kinnear & Co. have been succeeded in the drug business by James A. Kinnear.

Trout Creek, Mont.—A. D. Peek has succeeded to the drug store of Peek & Taylor.

Clarkston, Wash.—Wm. Rutledge is engaging in the drug business at this point.

Hood River, Ore.—Mr. Thomas has purchased the drug store of Rowley & Co.

Dufur, Ore.—The Dufur Drug Company has been incorporated to do a retail business.

Dolberg, I. T.—J. H. Masterson has purchased the drug and grocery business of Westhoff Bros.

Sterrett, I. T.—J. T. Crawford & Son have been succeeded in the drug business by Crawford & Mapp.

Ellston, Iowa.—V. L. Bedier has given a bill of sale for his interest in the drug firm of E. L. Bedier & Co.

Kansas City, Mo.—E. R. Bolding is suing for a dissolution of partnership of the Hammond Drug Company.

Gentry, Ark.—C. D. Highfill has purchased the business of the Gentry Drug Company.

Ollie, Iowa.—F. J. Horras has sold his drug store to Chas. A. Schreiner.

Neodesha, Kan.—Arthur & Galbreath have purchased the drug business of S. H. Snyder, and will continue as the Corner Pharmacy.

Topeka, Kan.—Rowley & Snow and the Catlin Drug Company, of this city, landed the drug contracts for the State Charitable Institutions for the next six months.

THE PACIFIC COAST

U. C. Pharmacy Alumni Hold Semi-Annual Meeting—Hydrogen Peroxide in the Treatment of Poisoning by Gas—Degree of Ph. C. to Be Granted.

(From our Regular Correspondent.)

San Francisco, December 12.—The semi-annual meeting of the Alumni Association of the College of Pharmacy of the University of California was held at the college building on Friday evening, December 9, at eight o'clock. The scientific part of the meeting was opened by the reading of a paper by Dr. Hadyn M. Simmons on "The Toxic Effects of Wood Alcohol." Discussion on this paper then followed, and Professors W. M. Searby and F. T. Green took part in it. The next paper read was "Pharmacy as a Pre-Medical Study," by Attilio S. Muscante, Ph. G., the discussion being opened by Dr. Harry Spiro. "Vacation Work of 1904," by Prof. Albert Schneider, which was an account of the author's personal experience on his way to and at the Minnesota Marine Biological Station, Point Renfrew, B. C., proved to be a humorous narration of how the professor spent his time last summer. Ernest M. Kimberlin, '05, concluded the reading of papers by a consideration of "The Conditions of Pharmacy in Western and Oriental Countries." After the adjournment of the meeting light refreshments and cakes were served in the Alumni Hall. Here the alumni received the undergraduates of the college, who were the guests of this occasion, and renewed old friendships of those "good old college days."

NEW TREATMENT FOR GAS POISONING SUCCESSFUL.

The use of hydrogen peroxide, recently advocated by French physicians in cases where persons have been overcome by carbon monoxide, was successfully tried on a patient at the Central Emergency Hospital November 20 by Dr. Ruben C. Hill. It consisted in introducing the antidote into the system by means of a stomach pump, the idea being to introduce oxygen into the blood in order that the oxygen absorbed by the monoxide might be replaced and the poisonous effect counteracted. The treatment met with instant results and the patient, who was unconscious when taken in and had been so for hours, soon regained his senses and recovered.

UNIVERSITY OF CALIFORNIA TO GIVE PH. C. DEGREE.

On the recommendation of Prof. W. M. Searby, dean of the College of Pharmacy, and after a careful consideration of the movement, the proper committee of the University of California has decided to grant the degree of Pharmaceutical Chemist instead of Graduate of Pharmacy, which was formerly conferred. The principal reason for this change was the practice of most other colleges granting the Ph. G. degree after a certain period of study and to confer the Ph. C. degree after a more lengthy course, which was, however, representative of less time than that required for the degree of Ph. G. at this college. In order then that a degree should be given which would represent with some accuracy the work covered it was decided to confer the Ph. C. degree. It was also decided not to require a candidate for a degree to show evidence of having had experience in the drug business, it appearing that, as other professional schools, like the medical, dental and law, did not demand a similar requirement, it did not seem fair to insist upon this in pharmaceutical colleges. The policy of insisting upon this attainment has often presented the awkward predicament of a person taking pharmacy as a preliminary to medicine and completing the pharmaceutical course without receiving his diploma, simply because he had not acquired experience which he would probably never have occasion to use. The degree Phar. B. will still be given to those who successfully complete the post graduate course—i. e., if they matriculated on credentials equivalent to at least a high school graduation, but two years of high school work being at present required for matriculation to the Ph. G. course.

COAST ITEMS.

E. W. Thiercof, Ph. G., of Los Banos, Cal., left for San Francisco December 3 for a little vacation, but ran up against his

former employer, A. Forneris, the first night he was in Frisco, and as a result Mr. Forneris went duck hunting next day, while Mr. Thiercof occupied his old place behind the counter.

A. V. Monter, a clerk in the Red Cross Drug Store of Seattle, Wash., was fined \$50 for selling License Inspector Marsh a bottle of whiskey on November 11. The judge decided that druggists must ascertain whether liquors are to be used as a beverage before making the sale. A notice of appeal was filed by Monter.

THE SOUTH.

Business Brisk in Holiday Goods—General Business Quiet—Changes in Retail Circles.

(From our Regular Correspondent.)

New Orleans, La., December 14.—In the general brightening up which is accompanying the approach of the holiday season, the druggists are reaping their share of the profits. Many of the New Orleans proprietors of retail stores have put in special lines of holiday goods, for which there has been a good demand. Manicure sets, combs and brushes, cologne and other toilet articles have found ready purchasers and many of the druggists have good lines on these. There is little out of the ordinary going on. Business is good and that is all that can be said. There is room for improvement, and this is looked for at any time. Meantime the druggists are observing the even tenor of their ways.

DRUG TRADE CHANGES.

Ried's drug store, a new dispensary, was recently opened at Evergreen, Ala.

Dave S. Bauer & Bro., of Mobile, Ala., have bought the right to make Ward Tolu Gum, and expect to do a good business with that staple.

The Smith-Hardy Drug Company has succeeded to the business of Hardy & McDonald, of Jonesboro and Dodson, La. Mr. Hardy has been retained as manager of the new company.

B. F. Beauchamp, a well-known business man of Flore, Miss., has purchased the business of A. P. Rice & Co. He proposes to conduct a store upon thoroughly up-to-date lines.

Dr. P. R. Jones, of Whistler, Ala., has purchased the entire stock and good will of the Whistler Drug Company, and will continue the business on his own account. Dr. Jones is prominently known to the trade as a man of high integrity.

Dr. H. R. Bradley and H. S. Douglas, of Elba, Ala., have bought the Bienville Pharmacy, at Mobile, of Dr. W. H. Clark, and will continue the business under the name of the Bienville Pharmacy.

W. S. Carter has succeeded Freller & Carter, of Greensburg, La., and will continue the business in his name. Mr. Carter bears an enviable name and reputation, and his friends believe his future success is assured.

Ed Gatchell, formerly the well-known representative of Gay, Hardie & Durr, of Montgomery, Ala., has succeeded to the business of the Galt Drug Company, of Selma, Ala. The business is under Mr. Gatchell's management and will be known as the Gatchell Drug Company.

J. G. Hulsbush has bought the business of Dr. Charles Mohr & Son, in Dauphin street, Mobile, Ala. He has renovated and modernized the Dauphin street store, and will conduct an up-to-date drug business at that location. W. B. Harrington, formerly of Columbus, Miss., is with Mr. Hulsbush in the Dauphin street store. Mr. Harrington was at one time a member of the Mississippi Board of Pharmacy.

The Greenville Drug Company has succeeded to the business of E. M. Kirkpatrick, the well-known druggist of Greenville, Ala. The new company is possessed of more than sufficient capital to make it an unqualified success and its officers are men known for their integrity and broad gauged ideas. Mr. Kirkpatrick has been retained as manager of the new company. It has fitted out a handsome store in the Alabama town.

The Drug and Chemical Market

The prices quoted in this report are those current in the wholesale market, and higher prices are paid for retail lots. ●
The quality of goods frequently necessitates a wide range of prices.

Condition of Trade.

New York, December 17, 1904.

The volume of trade as shown in the daily transactions of the fortnight is of good average proportions, comparing favorably with that of corresponding periods of previous years. The general tone of the market is healthier and more firmness is evident in some of the important lines, in sympathy with corresponding conditions abroad. As the season progresses the impression gains strength that dealers will manifest less disposition to add to their stock holdings or to place orders to cover future needs, matters connected with the closing of accounts for the year being more likely to engross their attention. The Amsterdam bark auction on the 15th inst. which resulted in a slight decline, has not affected the quinine situation as yet, though the general tenor of the market appears less favorable to holders. Only a jobbing trade is passing in opium, but the market shows considerable firmness, in sympathy with conditions abroad. The unfavorable weather conditions have led to an increased demand for menthol, which has caused some dealers to advance prices; codliver oil, however, appears to be neglected, considering the season. The principal fluctuations during the period under review are shown below:

HIGHER.

Menthol.
Quicksilver,
Gum mastic,
Lycopodium,
Golden seal,
Strychnine,
Spermaceti,
Nitric acid,
Pettit grain oil,
Alkanet root,
Star anise,
Silver nitrate,
Colchicum seed.

LOWER.

Cacao butter.
Cottonroot bark,
Russian cantharides,
White pine bark,
Yellow prussiate of potash.

Drugs.

Acetanilid continues in moderate consumptive demand, with the manufacturers' quotations for bulk maintained at 20½c to 21c.

Arnica flowers are selling in a retail way only, though continued firmness is shown by holders, in sympathy with prices abroad; sales at 9½c to 10½c.

Balsam copaliba, Central America, is finding steady sale in small lots at previous quotations, or, say, 30½c to 35c.

Balsam fir, Canada, maintains its firmness, and former quotations of \$3.50 to \$3.80 represent the current range; Oregon is held and selling at 90c to \$1.00.

Balsam Peru remains quiet, but prices hold steady at \$1.10 to \$1.15.

Balsam tolu is attracting slightly more attention and prices are a shade steadier at the range of 21c and 23c.

Barks.—Cascara sagrada is less actively inquired for, but the firm position of the article on the coast influences holders to maintain prices steadily at the former range of 7c to 16c, as to age of bark. Cotton root has developed a slightly easier tendency and sales are making at 14c and upward, as to quality and quantity. Cramp shows no material change, the market being rather easier if anything, with sales at 17c. Sassafras has quieted down somewhat, but the market is firm at 14c to 15c, with some undesirable goods obtainable at 13c. Wild cherry is in improved demand and little is now obtainable at the inside quotation of 6½c with up to 9c quoted, as to quality. White pine is in seasonable demand and steady at 6c to 7c.

Buchu leaves, short, are inquired for to some extent, but only a jobbing business is reported at present market quotations of 17c to 20c, the outside figure being for prime green.

Cacao butter is less actively inquired for, and this, coupled with a decline at the Amsterdam auction, has caused holders to lower their views, and bulk has been reduced to 29c to 32c, as to quality and quantity, while cakes in 12-lb. boxes are held at 30c to 39c.

Cantharides are somewhat irregular and unsettled owing to recent heavy arrivals, but prices have steadied in the past few days, and for Russian whole \$1.25 to \$1.40 is now quoted, with Chinese whole and powdered held at 55c to 60c and 60c to 70c, respectively.

Cocaine is well sustained by the manufacturers in view of cables reporting an advance in the European market, but local holders have not as yet agreed upon an advance, and the price is quoted without change at \$3.50 to \$3.70 in bulk.

Coca leaves continue to offer at 15½c to 17c for Truxillo, and 28c to 30c for Huanuco, but the demand at the moment is limited to small and unimportant jobbing quantities.

Codliver oil is inclined to be firmer, but an absence of important demand serves to depress the market. There is some scarcity of Norwegian and some of the principal holders decline to sell under \$50.00, though others offer at \$48.00, and up to \$52.00 is named for small parcels. Newfoundland remains firm and steady at \$42.00 to \$43.00.

Colocynth apples are quiet, but supplies are not offered so freely abroad and holders here are firm in their views at 37c to 38c for Trieste, while Spanish are held at 27c to 29c.

Cubeb berries are rather neglected at the moment, but prices show no change from 8c to 8½c for XX and 11c to 13c for powdered.

Ergot is slow of sale, but the market is steady owing to the absence of any pressure to sell, 39c being asked for Russian and 40c for Spanish.

Juniper berries continue in moderate demand, with sales at 1¼c to 2c.

Menthol is showing a higher tendency in consequence of the advance abroad, and local holders now ask \$2.60 to \$3.00, though sales are making in some instances at a shade under these figures.

Opium is without new feature of interest, either as regards price or demand. Sales are making in an indifferent jobbing way only, few buyers caring apparently to indulge in speculative purchasing. The demand is also reported to be quiet abroad, but prices continue at the previous range, local quotations being \$2.72½ to \$2.77½, as to quality and quantity. Powdered is steady at \$3.35 to \$3.40, as to quantity and test.

Quinine continues inactive, but no change in the quotations of the market has occurred. At the sale of bark in Amsterdam on the 15th inst., almost the entire offering was sold at a slight decline, but this market has not responded, prices holding reasonably firm in view of the absence of important demand. Prices from second hands are lower, 22c being quoted, though manufacturers quote on the former basis of 23c for bulk in 100-oz. lots; Java is held at 22c. No change in price is expected in the Batavia sale of sulphate on the 21st inst. Fuerst Bros. & Co. announce that they are prepared to cable limited purchases at 21c c.i.f. New York.

Saffron, American, is in good demand and firm, with sales within the range of \$1.30 to \$1.35; a good business is reported also in Valencia at \$6.25 to \$7.00, while Alicante is steady at \$4.25 to \$6.00.

Spermaceti is firmer under the influence of diminishing spot supplies, and quotations show an advance to 22½c to 23c for block and 23c to 24c for cakes.

Strychnine was advanced by the manufacturers on the 7th inst. to the range of 70c to 90c for alkaloid and 65c to 90c for sulphate, as to quality, the higher range being influenced by the increasing cost of nux vomica.

Vanilla beans are in good seasonable demand and the market appears well sustained at the previous range of \$3.50 to \$8.50 for Mexican whole, as to quality and quantity; Bourbons are in good demand and firm at \$1.50 to \$5.00, as to quality and quantity.

Chemicals.

Acetate of lime continues at the previous range of 1.25c to 1.30c for brown and 1.87½c to 1.92½c for gray, with a moderate consumptive demand reported.

Bleaching powder is in increased demand, and spot supplies being low, values are fractionally higher, 1¼c to 1½c being now named.

Blue vitriol is held with more firmness at the range of 5¼c to 5½c, the inside figure being for carload lots.

Chlorate of potash is in upward tendency, but quotations are nominally unchanged at 8½c to 8¾c for crystals, and 8¾c to 9c for powdered.

Cream tartar is finding more inquiry in a jobbing way, as there are rumors of impending price changes in a higher direction. Crystals quoted 24½c, and powdered 24¾c.

Lithia carbonate does not change in this market, though values are reported higher in foreign markets. It is quoted at \$1.50 to \$1.75, which is about on a parity with the import cost.

Nitrate of silver has been advanced by the manufacturers in consequence of the increased cost of raw material, and the range is 37c to 40½c, as to quantity.

Tartaric acid is inactive, but the quotations of the market do not change from 30½c to 30¾c for crystals, and 30¾c to 31c for powdered, as to quantity.

Essential Oils.

Anise maintains its firmness, but purchases are limited to jobbing quantities for which \$1.22½ to \$1.25 is paid.

Bergamot is in moderate demand, and the market is steady upon the basis of \$2.15 to \$2.30.

Cassia is held with increased firmness, though the demand seldom exceeds jobbing proportions; sales at 77½c to 80c for 75 to 80 per cent.

Citronella is generally easier, though no actual price change is reported, 30c to 32c being named for drums.

Clove is reported selling fairly in a jobbing way at unchanged prices, or, say, 90c to 92½c.

Messina Essences.—Our Messina correspondents advise us that the market for lemon is ruling easy with transactions at 2s. per lb. No upward movement is looked for since buyers have generally covered their requirements. Oil of sweet orange is reported active, with business ranging from 5s. 6d. to 5s. 9d., and holders quoting 6s. at the close. Bergamot, of the new crop, is reported short, and it is feared that there will not be sufficient to cover the requirements of the season. Speculators are keeping prices up, as the impression prevails that an early improvement will take place. For goods testing 38 per cent. linalool the price paid on December 1 was 8s. 9d.

Peppermint has sold rather indifferently since our last and there are signs of weakening on the part of holders, though no actual price fluctuations have come to the surface, numerous sales being reported at \$3.50. Some recent arrivals of Japanese oil are held at \$2.00 to \$2.25.

Sassafras, artificial, has sold more actively since our last and values show an advance to the range of 65c to 70c.

Wintergreen continues quiet, but the market is steady in tone at \$1.95 to \$2.25 for natural and 40c to 45c for artificial.

Gums.

Aloes, Curacao, is firmer on account of slight spot scarcity and recent sales were at 3¾c to 4c.

Camphor maintains its firm position, the quotation for barrels and cases being firmly maintained at 75c to 75½c.

Chicle continues in moderately active demand, but values are easy at the range of 40c to 42c for Mexican.

Kino is reported as in improved demand with the sales at 25c to 28c.

Mastic has developed increased firmness owing to scarcity, and holders now name 42c to 45c.

Tragacanth is firmly held at the range of 63c to 67c and 45c to 55c for first and second Aleppo as to quality.

Roots.

Aletris continues held and small sales are making at 50c. The tendency is still upward.

Alkanet is maintained at 6½c to 7c, though trade momentarily is limited.

Golden seal is steady and in moderate request, with holders generally asking \$1.50, though business might be done at \$1.47 on a firm offer.

Sarsaparilla, Mexican, offers more freely in the face of recent arrivals, and 8¾c is now a general asking price.

Senega is in demand and firm, with sales at the range of 68c to 70c.

Seeds.

We have little that is new or interesting to report in this department. Coriander is higher at 8c to 8½c for unbleached and bleached, respectively, and strophanthus Kombe is scarce and held with more firmness at \$1.00. Lobelia is scarce and firm at 50c to 55c.

Solving a Problem.

The other day the president of the A. Ph. A., the ex-president of the N. A. R. D. and the vice-president of the W. P. R. D. A. were engaged in a very animated discussion over trade problems, when one of the little ones that often vex us was suddenly brought to the front, by the presentation of a prescription calling for a proprietary preparation, listed at \$2 per dozen, with such directions as would make it necessary to remove all outside trappings and write a regular prescription label. The question that required an answer was, "How much will I charge for it?" The prescriber was a reputable physician, the patient was an official high up in the councils of the United States Steel Corporation.

The president of the A. Ph. A. possesses, in addition to his many other accomplishments, an intellect which has been sharpened by graduation from a law school, which, taken in connection with his duties as an instructor in colleges of both medicine and pharmacy, makes him acutely professional. He promptly suggested that 75 cents ought to be the price. The ex-president of the N. A. R. D., whose duties for several years have been along the lines of commercialism and price schedules, thought about 35 cents would be the proper charge. The vice-president of the W. P. R. D. A., whose store is located in close proximity to a fashionable neighborhood, and who has frequently declared that his chief trouble with clerks has been in getting them to charge enough for prescriptions, fixed upon 50 cents as about the right figure. One of the difficulties in the case that immediately appealed to each was the probability that the patient knew what the article was, and, perhaps, the price. The prescription was finally delivered on an assessment of 40 cents.

Is the price problem for prescriptions any nearer a solution in the reader's mind than before this incident occurred? Or, along the line of education, has the time we have taken to write this article, and the time you have consumed in reading it, been wasted?—*The Western Pennsylvania Retail Druggist.*

F. W. Schumacher, president of the Peruna Company, has donated a site for an armory for the Ohio National Guard at Columbus.

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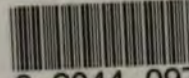
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